

THE NATIONAL Provisioner



INSTITUTE OF
AMERICAN MEAT PACKERS

CONVENTION NUMBER

OCTOBER 17, 1936

Buffalo QUALITY



THE BUFFALO SELF-EMPTYING SILENT CUTTER

In 1868 the name "BUFFALO" was identified with the first successful power driven meat cutter. In 1936 the latest "BUFFALO" Cutter stands out above other makes and types as the most efficient, economical and practical machine for producing quality sausage meat.

Nearly three-quarters of a century of specialized manufacturing experience coupled with the friendly cooperation and patronage of the sausagemaking industry enables us to offer an outstanding complete line of quality built sausage machines. It always pays to investigate the "BUFFALO" before you invest.

JOHN E. SMITH'S SONS CO.

THE NATIONAL PROVISIONER, Vol. 95, No. 16. Published every Saturday by The National Provisioner, Inc., 407 S. Dearborn St., Chicago, Ill. Entered as second-class matter, Oct. 8, 1919, at the post office at Chicago, Ill., under act of March 3, 1879. Subscription Price: United States, \$3.00; Canada, \$4.00. All foreign countries in Postal Union, \$5.00.

Y SAUSAGE MACHINES



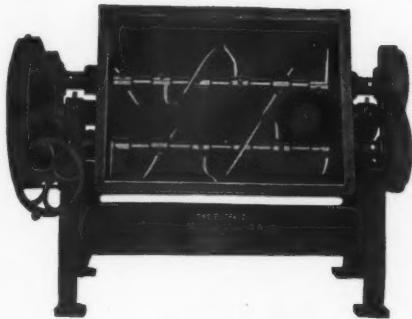
BUFFALO GRINDER



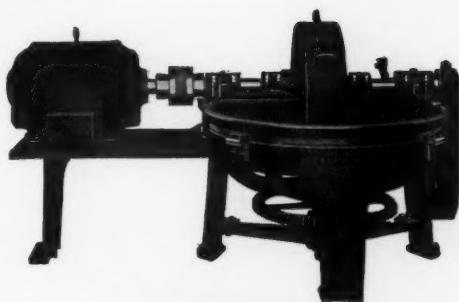
BUFFALO STUFFER



BUFFALO
CASING APPLIER



BUFFALO MIXER



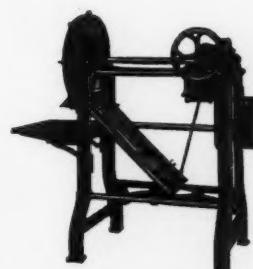
BUFFALO SILENT CUTTER



BUFFALO BACON SKINNER

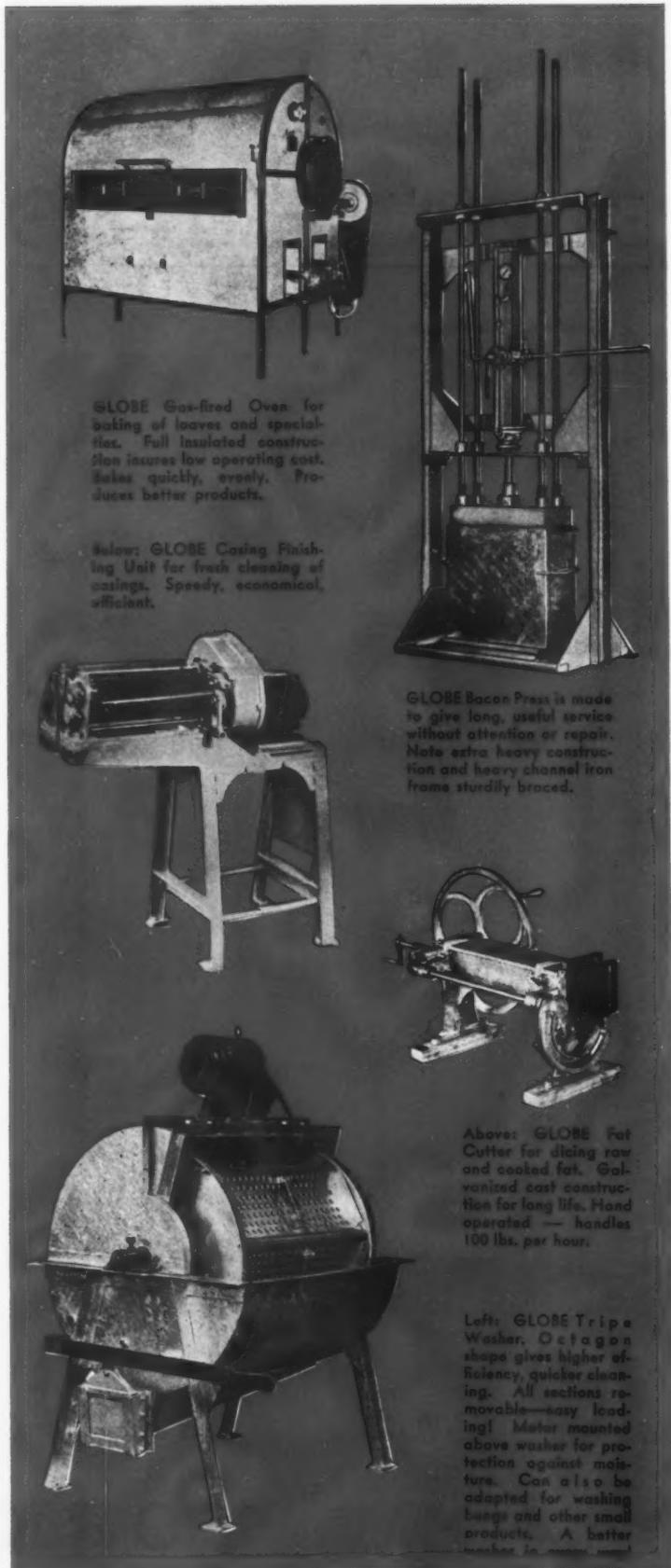


BUFFALO
SILENT CUTTER, GRINDER and MIXER



BUFFALO
BIAS BACON SLICER

BUFFALO, NEW YORK



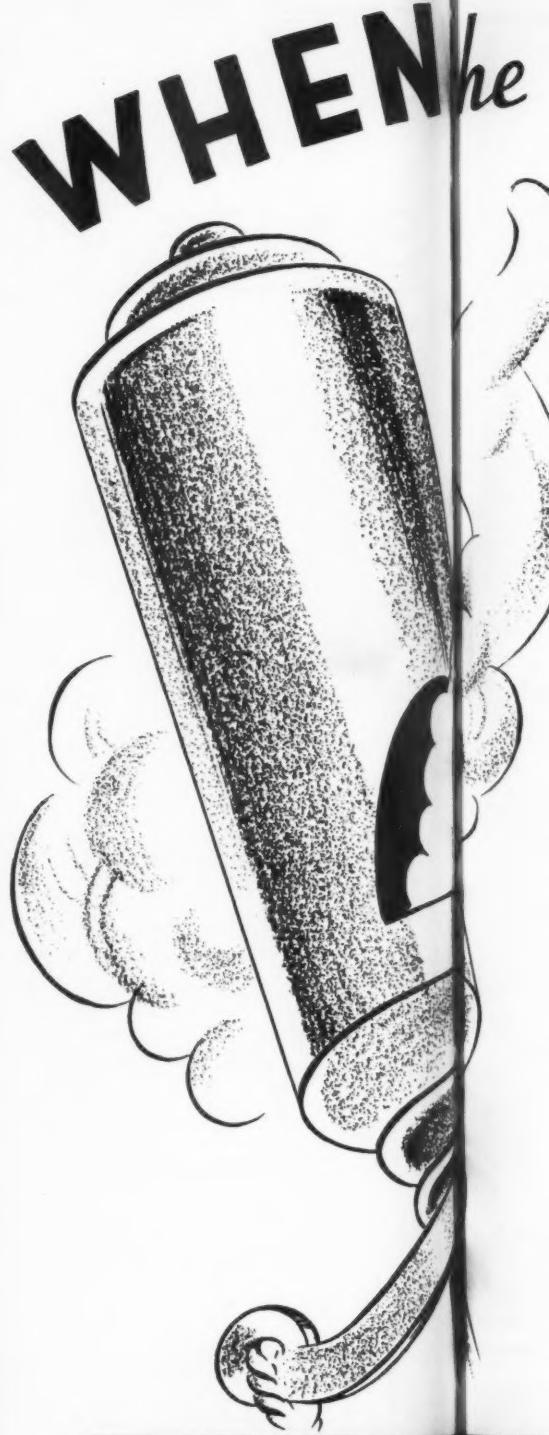
GLOBE Gas-fired Oven for baking of loaves and specialties. Full insulated construction insures low operating cost. Bakes quickly, evenly. Produces better products.

Below: **GLOBE** Coating Finishing Unit for fresh cleaning of coatings. Speedy, economical, efficient.

GLOBE Bacon Press is made to give long, useful service without attention or repair. Note extra heavy construction and heavy channel iron frame sturdily braced.

Above: **GLOBE** Fat Cutter for dicing raw and cooked fat. Galvanized cast construction for long life. Hand operated — handles 100 lbs. per hour.

Left: **GLOBE** Tripes Washer. Octagon shape gives higher efficiency, quicker cleaning. All sections removable—easy loading! Motor mounted above washer for protection against moisture. Can also be adapted for washing bungs and other small products. A better washer in every respect!



THE GLOBE
Complete equipment

The WHISTLE BLOWS

When the whistle blows, what have your men accomplished? Have they produced their full output, or is obsolete equipment keeping them from reaching full efficiency?

There is one way to make sure—**replace your old, outmoded equipment with new, modern, efficient, cost-cutting GLOBE Equipment!** You'll reduce your processing and manufacturing costs, and boost your output per man up to the point where you make substantial labor savings. And the up-to-the-minute design of GLOBE Equipment guarantees fine quality in every one of your finished products.

The way to lower costs and better profits can be covered more quickly if you use GLOBE Equipment to furnish you with a short-cut to greater efficiency. Ask the GLOBE Engineer to give you the full facts and figures on the **extra** money it is costing you to run your old equipment. You can estimate for yourself how quickly GLOBE Equipment will pay for itself. You'll be astonished at the high dividends GLOBE Equipment will pay on your machinery investment! May we explain fully?

GLOBE PRODUCTS FOR THE MEAT INDUSTRY

Complete Equipment for Manufacturing Sausage
Killing and Cutting Equipment for Cattle, Hogs and Sheep
Edible and Inedible Rendering Equipment
Bacon Press
Bacon Forming Boxes
Bacon Hangers
Reel Type Ovens (gas or oil fired)
Complete Units for Fresh Cleaning Castings
Trolleys and Shackles
Every kind of Packing House Truck
Stationary and Moving Top Tables
Equipment for Curing and Smoking Meats
Sausage Molds
Tripe Washers
Frozen Meat Slicers
Rotary Meat Cutter
Chicago Lightning Cutter
Complete Engineering Service

GLOBE CO. 818-28 W. 36th St.
Chicago, Illinois
plete equipment for Meat Packers and Sausage Manufacturers

Presenting the New



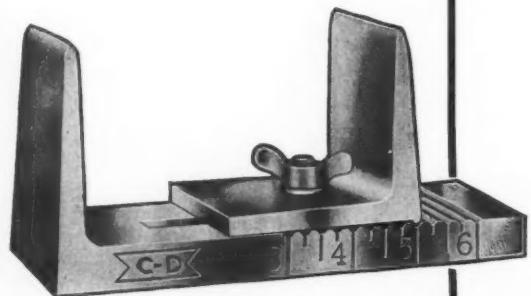
SAUSAGE LINKING GAUGE

Adjustable from 3" to 6" and 2" to 8"
Other sizes made to order.

Increases the speed of hand linking,
improves the appearance of linked
sausage, cuts sausage linking costs!

High measuring guides make it pos-
sible for the operator to swing the
links with least possible effort. No
waste motion! Links are uniform
and cleanly divided. Impossible to
tear casing! Easily adjusted to any
size, can be moved anywhere.

Cuts linking costs by increasing
linking speed; boosts sales by im-
proving sausage appearance. *Pays for
itself!* For complete information and
prices, write today!



C. D. Plate and C. D. Cut-more Knife

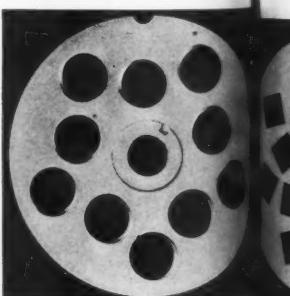
THE C. D. V-TAPERED HOLE PLATE

*The Ideal Plate for
Fancy Fresh Pork
Sausage and Summer
Sausage*

The SPECIALTY

Chas. W. Dieckman

202



THE

TRIUMPH
PLATE

This
**TEN YEAR
LONG LIFE**
MEAT GRINDER PLATE

Has No Equal!

Guaranteed against resharpening expenses
for five years. Made for all sizes of grinders.

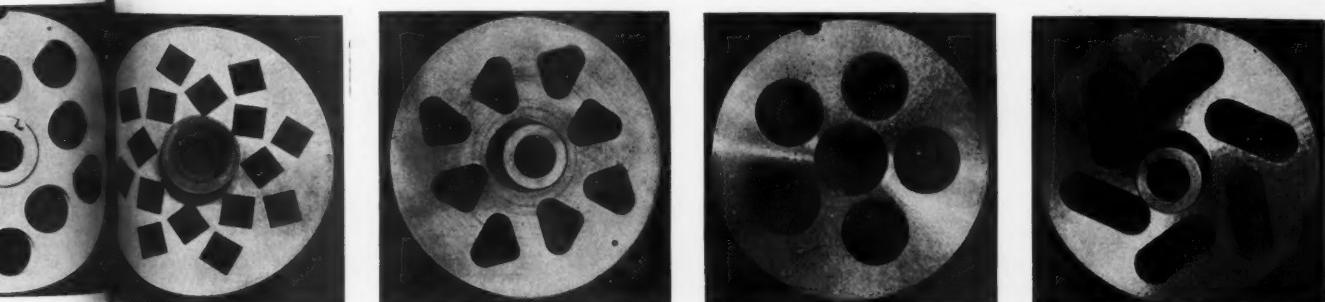


**WE CARRY
IN STOCK**

all other makes of grinder
plates and knives of every
description.

*Please send for information
and price list.*

MANUFACTURERS SALES CO.
Dieckman 2021 GRACE STREET, CHICAGO, ILLINOIS
Phone LAKeview 4325



A S A N I N S T I T U T I O N

We have announced many times before and again here announce that The Griffith Laboratories, through their research departments, are competent to handle many of the problems that confront you in your daily manufacturing processes. After you have witnessed at the Convention the use of the Big Boy Pickle Pump, and have observed the cures made by Prague Powder Pickle, and have been advised of the processes in sterilizing natural ground spices and preparing for you ready-for-use Liquid Seasonings and Dry Soluble Seasonings in sterile form, you will be convinced if you think carefully, that The Griffith Laboratories is an institution built to serve you—built to answer your questions—built to solve your problems, and we remain at your service.

The Griffith Laboratories

THE GRIFFITH

1415-31 W. 37th St.

Canadian Factory and Office

N a PLAIN TALK to PRACTICAL PEOPLE

PRAGUE POWDER

Made under Registered U. S. Patent Nos. 2054623;
2054624; 2054625; 2054626

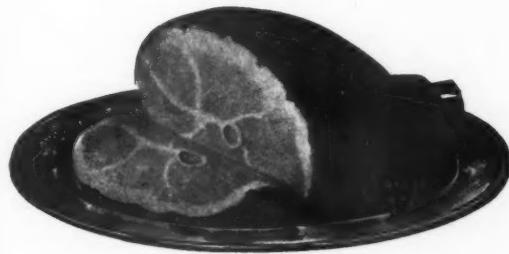
"An Approved, Safe, Fast Cure"

Made in America

for

HAMS • BACON • PICNICS
BEEF TONGUES • BRISKETS

Use a "Short-Time Cure"



THIS delicious baked ham and other Prague Cured products, are increasing sales every day. The quality cure and the tasty flavor will increase your ham sales.

We insist an "Artery Pumped Ham" is a better ham for baking and a more profitable ham for the packer.

It is our intention to say deep penetration takes place at once and color fixation follows immediately, when Prague Powder Pickle is absorbed.

PRAGUE POWDER is a "Pre-prepared" Pickle in dry form and when applied in new brine, it has the power of deep penetration and color fixation.



A SPICE SUGGESTION

THESE are the Mills that Wash, Grind, Pulverize and Sterilize our Spices.

The Spice Gardens of the world are now brought to your door by The Griffith Laboratories. The assembling of selected whole spices, their sifting, cleaning, sterilizing and grinding to a finely powdered form make all the goodness in the spice come out and into your choice meats. A pure spice flavor.

We prepare your formula for Frankfurters, Wieners, Long Bologna, Heavy Bologna, Minced Ham, Spiced Loaves, and all specialties you make. We make the best and the best costs no more.

By our process of sterilization, the quality is increased.

We make Southern Pork Seasonings and Old Kentucky Sausage Seasonings.

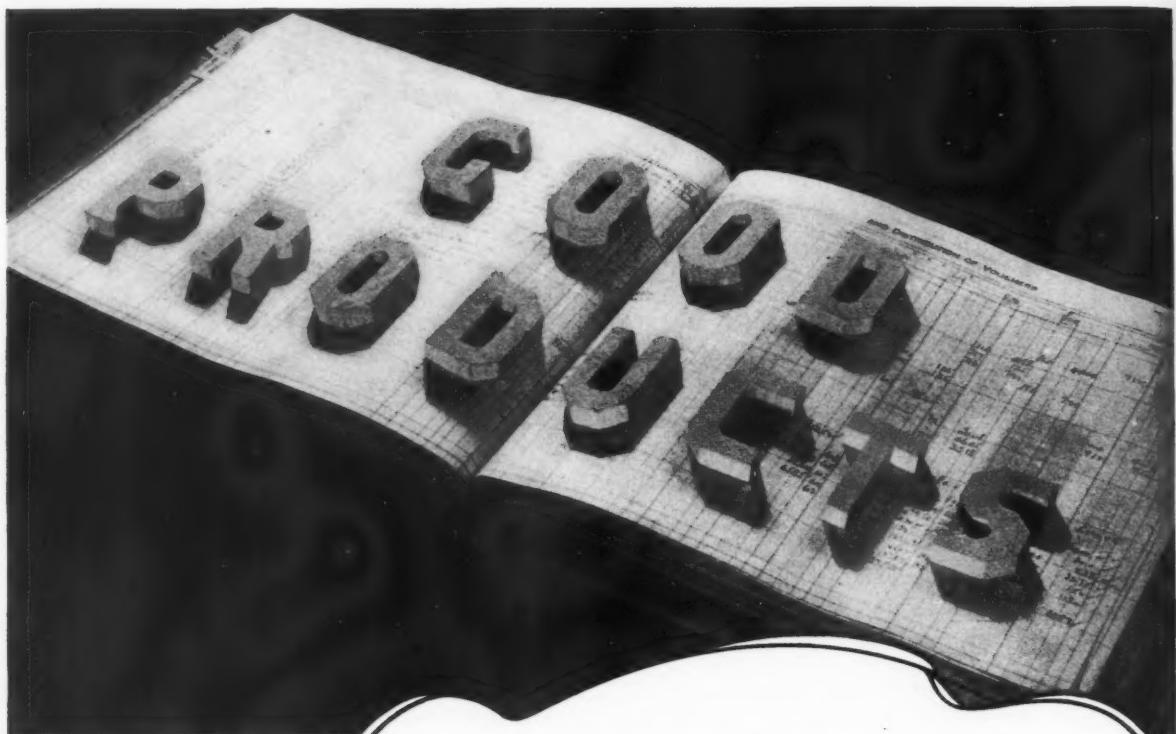
Griffith's Dry Soluble Spices

hold the natural color a long time. The Rich, Ripe Spice Oils are extracted and used in special blends which greatly enrich the flavoring of your selected, well chilled meats. We recommend Griffith's "Dry Soluble" Seasonings for richness and color.

HABORATORIES

th St. Chicago, Illinois

and Office 1 Industrial St., Leaside, Toronto 12, Ontario



THE DIFFERENCE BETWEEN PROFIT AND LOSS

The difference between profit and loss is often the difference between good products and poor quality products. And the difference between high quality hams, bacon, smoked meats and fresh meats is very often the extra attractiveness, finer quality, better color and extra protection that is guaranteed by proper use of good stockinette.

For good stockinette, and intelligent, helpful advice on the proper methods of using it, come to CAHN!

The Right Stockinette for Every Job

PIONEERS

*in the development of new and
profitable applications
of Stockinette!*

When you buy your stockinette here you are assured of dealing with the leader in the stockinette field—leader in quality, service, knowledge and cooperation. Many of the outstanding developments in the stockinette field, frank bags for example, are our originations. Our system of rotating inventories assures ample stocks on hand at all times for immediate shipment. Our central location insures quick delivery. And our 26 years' experience in the manufacture and sale of stockinette is your guarantee of full satisfaction on every stockinette order.

Your request for samples and prices will receive prompt attention.

Write direct to

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222 W. Adams St.
Chicago, Illinois

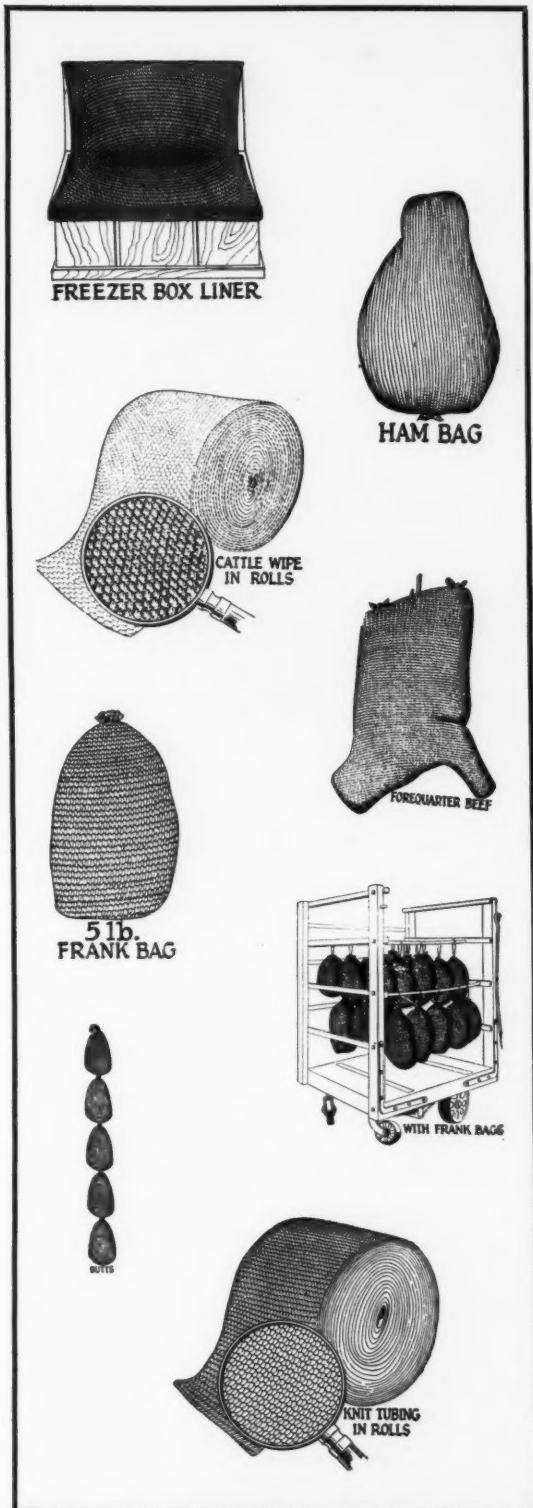
Selling Agent for

THE ADLER COMPANY

Fairmount Mills Established 1865

"Old in Years—Young in Ideas"

CINCINNATI, OHIO



Job The Right Service on Every Order



Other
STANGE PRODUCTS
for the Meat Industry

PEACOCK BRAND CERTIFIED
CASING COLORS

MEAT BRANDING INKS

PREMIER CURING SALT

BAYSTEEN

SANI-CLOSE, A TRANSPARENT

PROTECTIVE SEAL

Generous test samples of any
Stange Product may be had
without obligation. Write!

There is a special
STANGE SEASONING
for every type of sausage
meat loaf or specialty!

WILLIAM

DRY ESSENCE of NATURAL SPICE

An invisible salesman with a consistent record of VISIBLE RESULTS

STANGE SEASONINGS give *real selling punch* to sausage of all varieties, meat loaves and all specialty products. Its action is invisible, but nevertheless powerful! Because Stange Seasonings contain no pith, fibre or foreign matter they cause *no streaks, specks or spots* in the finished product—Stange Seasonings are *all seasoning and nothing that does not contribute to the fine flavor of the finished product is contained in this better sausage seasoning.*

Stange Seasonings, because they dissolve so readily, eliminate all possibility of uneven flavor. The seasoning elements combine readily with the moisture of the product and automatically spread to *all parts of the batch*. You get the full,

fine flavor of the finest natural spices, *plus* the unusual exclusive advantages that only Stange offers!

Meat packers and sausage manufacturers *everywhere* are finding that the STANGE Method is a definitely *better* method of seasoning—a method that enhances the appearance of the product, a method that gives distinctive and individual flavor appeal, a method that gives lower seasoning costs.

Give your product new selling power with this newer, better, finer, more *modern* way of seasoning—DRY ESSENCE OF NATURAL SPICES. *It will pay you to get the full details today*

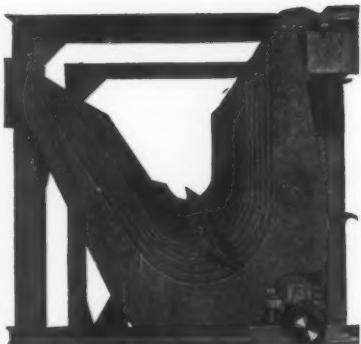
ING
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STANGE CO.

**2536-40 W. MONROE ST.
CHICAGO, ILL.**

Western Branch: 928 E. 3rd St., Los Angeles, Calif.

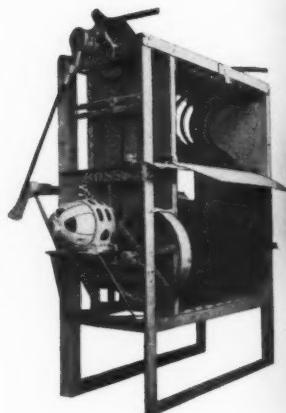
A GALAXY OF



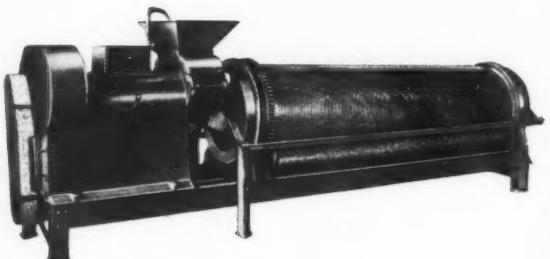
"BOSS" U Hog Dehairer



"BOSS" Two-Way Dehairer



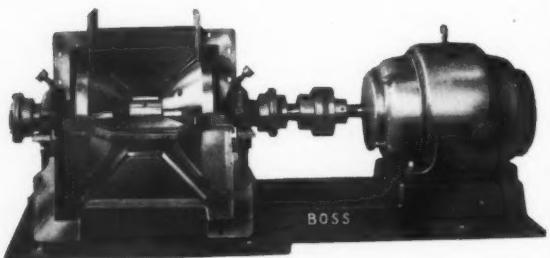
“BOSS” Grate Dehairer



“BOSS” Jumbo Hasher and Washer



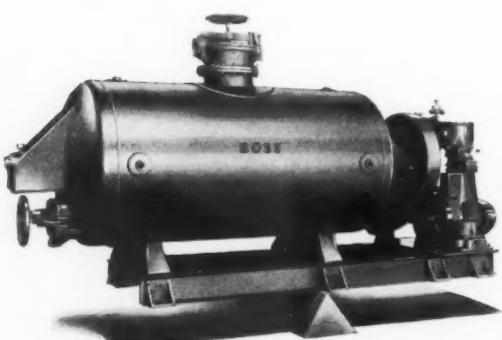
“BOSS” Jerkless Hog Hoist



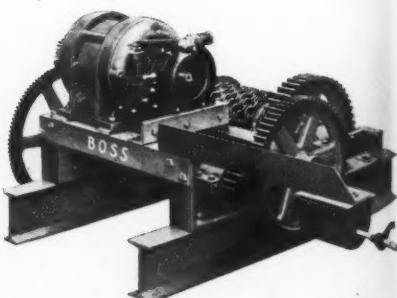
“BOSS” Bone Shredder



"C-B" Cold Storage Door



“BOSS” Balanced-Power Cooker



“BOSS” Geared Beef Hoists

Not unlike the stars in the Milky Way, the number of "BOSS" Machines and Equipment for successful hog and beef slaughtering, sausage and lard making, and offal rendering, is too great to be shown in the limited space.

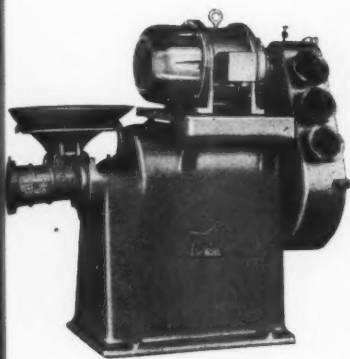
We therefore must confine ourselves to the most popular ones in those which have been recently developed.



THE CINCINNATI BUTCHERS'

**824 Exchange Ave., U. S. Yards
Chicago, Illinois**

F “BOSS” STARS

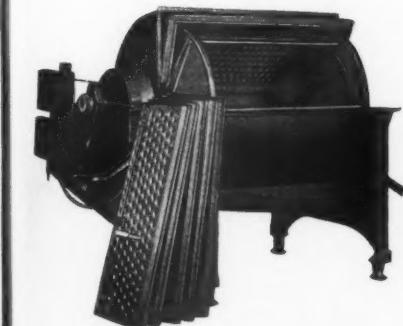


“BOSS” Grinder

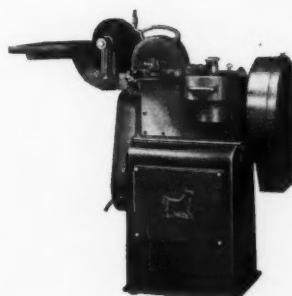
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It is our aim to anticipate the needs for improvement and advancement in labor, time and maintenance saving machines.
Fifty years of service devoted to this field, has given us the experience necessary to develop and design equipment that will not only withstand the hard usage to which it is put, but will improve the output and reduce operating costs for many years.



“BOSS” Tripe Washer



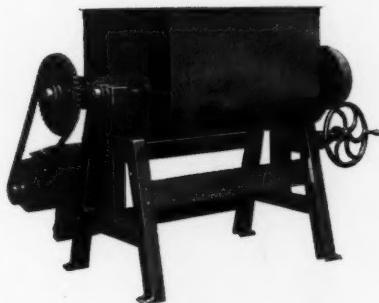
“BOSS” Dicer



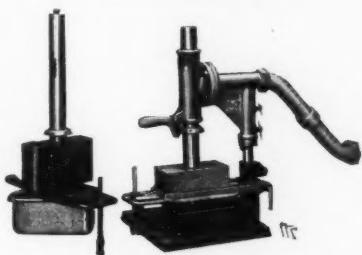
“BOSS” Silent Cutter



“BOSS” Stuffer



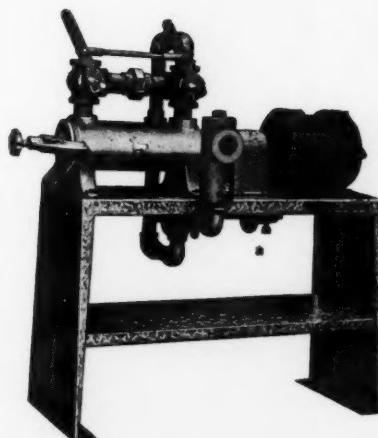
“BOSS” Mixer



“BOSS” Pan Filler



“BOSS” Meat Dispenser



“BOSS” Lard Gyrator

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SUPPLY CORPORATION

Sausage Making, Rendering

1972-2008 Central Ave.
Cincinnati, Ohio



FOR APPETIZING SALES APPEAL

VISKING CARNIVAL

AT THE CONVENTION . . .

We hope that you not only had a good time, but also obtained many new ideas which will shoot your sales upward next year. It is our sincere wish that in 1937 you score a bull's-eye every time.

DRESS UP YOUR PRODUCTS

VISSKING

VISSKING CARNIVAL

YOU CAN'T LOSE WITH VISSKING

VISSKING SCORES A HIT EVERY

DRESS UP YOUR PRODUCTS

VISSKING

VISSKING is the registered trademark of The Visking Corporation to designate its cellulose Sausage Casings and Tubing.

VISSKING CASING

REG. U. S. PAT. OFF.

THE VISSKING CORPORATION

6733 WEST 65TH STREET, CHICAGO, ILLINOIS

Week ending October 17, 1936

Page 17

VOTE THE STRAIGHT

PLATFORM:

- 1.** Modern designs with sparkling originality and dramatic appeal. Built to *Sell* your product.
- 2.** Skilled craftsmen trained to execute each design to hair-line precision.
- 3.** Controlled production from idea to finished carton. Two Board Mills with a daily capacity of 350 tons!
- 4.** Quick, Dependable, Nationwide Service by Rail, Water, Truck and Air. The largest carton-selling organization in the U. S. A.

**"Balance Your Budget with the
SUTHERLAND TICKET"**

SUTHERLAND

**PAPER COMPANY
KALAMAZOO, MICH.**

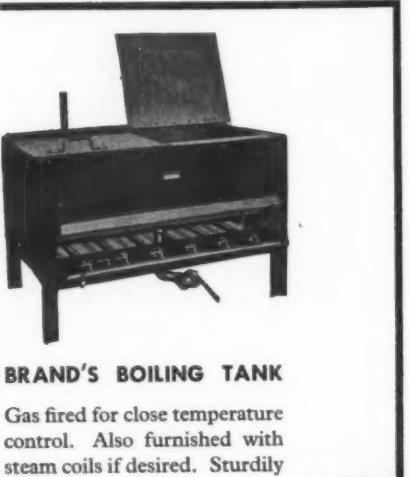
SUTHERLAND TICKET!



- LARD CARTONS
- SHORTENING CARTONS
- OLEO CARTONS
- BUTTER CARTONS
- BUTTER TUBS
- ICE CREAM CONTAINERS
- EGG CARTONS
- DISPLAY CARTONS
- SAUSAGE CARTONS
- TITELOK CANS
- Cellophane Window Cartons

SUTHERLAND

PAPER COMPANY
KALAMAZOO, MICH.



BRAND'S BOILING TANK

Gas fired for close temperature control. Also furnished with steam coils if desired. Sturdily built for long life and perfect service. Made in capacities from 13 to 90 hams.

**BRAND'S New System
ROTARY OVEN**

Gas fired. Produces fine flavored meat loaves with lower operating costs and minimum shrink. Fast in operation—increases turnover. *One of the six standard sizes will fit your needs exactly.* More than 100 now in use! Can also be had in stainless steel with chromium plated trim.



Brand's
**REVOLVING TRACK
SMOKEHOUSE
AND MORTADELLA OVEN**

**Greater Yields at Lower Operating Costs
Savings from \$1,500 to \$2,000 Yearly
Better Looking Product
Greater Uniformity**

BRAND'S Revolving Track Smokehouse gives positive advantages that reduce operating and manufacturing costs; gives finer product. Handling costs reduced over half because automatic turning eliminates manual turning. Cages furnished have 50% greater capacity; your present cages and trees can be used also. Thorough distribution of smoke under accurate temperature control gives lower power and fuel costs, insures uniform drying and smoking with less shrink.

BRAND'S Revolving Track Smokehouses have been tried and proven for more than five years. The following progressive packers who use from one to eight units each, will testify to their efficiency:

Albert F. Goetze, Inc., Baltimore, Md.
John A. Gebelein, Baltimore, Md.
N. A. Aut Prov. Co., Wash., D. C.
Karl Soiler & Sons, Philadelphia, Pa.
Otto Koenig & Son, Newark, N. J.
Pasco Meat Products, Newark, N. J.
J. Marlene Pkg. Co., Scotia, N. Y.
Fritz Heimbolt, Troy, N. Y.

Chamberlain & Co., Boston, Mass.
Joseph Toegemann, Inc., Prov., R. I.
Joseph F. Jordan, Portland, Me.
Jamaica Hotel Sup., Jamaica, N. Y.
Sunrise Pkg. Corp., New York City
Fischer & Co., New York City
Lykes Bros., S. A. Havans, Cuba
Blecher & Schaaf, Baltimore, Md.

Buy BRAND'S Revolving Track Smokehouse on our 3 year modernization loan basis and let the profits take care of the monthly payments. There'll be extra money left over for you! Write today for complete details.

**BRAND BROS., INC.
SAUSAGE CASINGS**

410-412 East 49th St., New York, N. Y.

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**QUICK HEAT!
EVEN HEAT!
CONTROLLED
SMOKING!**

WITH

**FORD
CHARCOAL
BRIQUETS**

• Experience of leading smoke-house operators proves that you can save time and money — reduce storage, handling and operations cost — speed up both the drying and smoking process — improve the quality of smoked meat products — by changing now to Ford Charcoal Briquets, the modern smoke-house fuel.

• Ford Charcoal Briquets have only a trace of moisture. They produce a clean, dry heat. Ford Briquets are small, compact, compressed. They ignite quickly, burn with steady, intense and even heat. Dirtless, sparkless drying gives the satin finish which makes your meats sell better. Sawdust shoveled over Ford Briquets produces a smoke which can be controlled at every step in the smoking process. Uniform appearance and quality come from burning a fuel that is always uniform.

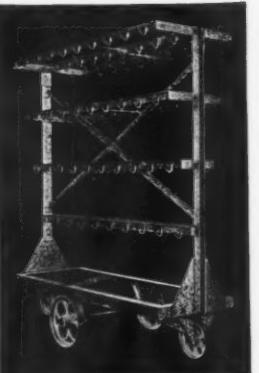
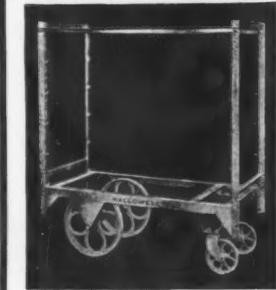
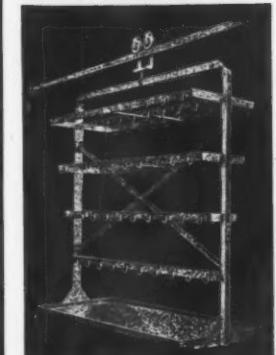
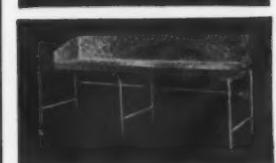
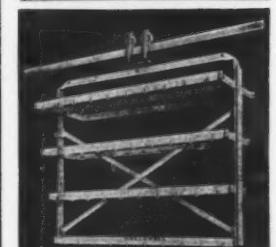
• Ford Charcoal Briquets are low in cost. No special equipment needed. They burn easily, readily on any smoke-house floor.

• Write for figures which prove Ford Charcoal Briquet economy. Accept a free demonstration in your smoke-house.

**FORD
MOTOR COMPANY**

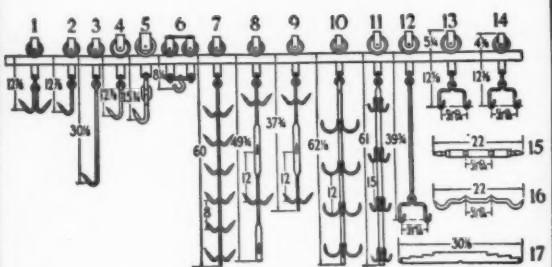
By-Products Sales Division
Dearborn, Michigan





"HALLOWELL"

Packing Plant Equipment



"Hallowell" Trolleys, Hooks, etc.

The border around this ad gives a fair though incomplete idea of the extensive line of our "HALLOWELL" Packing Plant Equipment. It should not be overlooked, however, that the "HALLOWELL" Equipment possesses a great many novel and decidedly outstanding features of improved design, and in addition that it is of the same high quality as our other nationally known "HALLOWELL" Products.

Be Sure To Get Our Packing Plant Equipment Bulletin 482

STANDARD PRESSED STEEL CO.

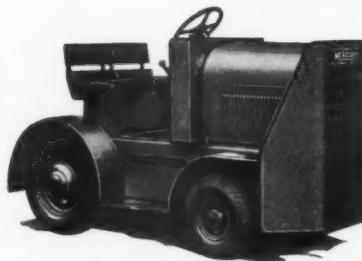
BRANCHES
BOSTON
CHICAGO
DETROIT

JENKINTOWN, PENNA.
BOX 550

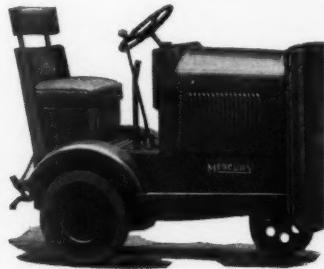
BRANCHES
NEW YORK
SAN FRANCISCO
ST. LOUIS

Labor Serving

MATERIALS HANDLING EQUIPMENT by MERCURY



"Huskie" Gasoline Tractor



"Banty" Gasoline Tractor



Model A-340 Electric Tractor



Model A-1005 Telescopic Lift Truck



Model A-1007 Low Lift Truck



A-310-71-6 Dry Salt Meat Truck



ES-418 Udder Truck



A-310 Trailer with Self-Coupler

Mercury offers to the meat packing industries a complete and modern array of materials handling equipment, task lightening and energy conserving equipment which will effect a new efficiency and economy of operation and increase productivity.

The Mercury array of tractors, trailers, lift trucks and hand trucks includes hundreds of special units

which have been developed for service in the meat industries.

Mercury's Meat Packing Industries Department specializes in the solution of difficult product handling operations. Let Mercury engineers aid you and let Mercury equipment serve you.

MERCURY MANUFACTURING COMPANY
4118 SOUTH HALSTED STREET :: CHICAGO, ILL.



KROGER GROCERY & BAKING CO.
after extensive comparative tests
SELECT

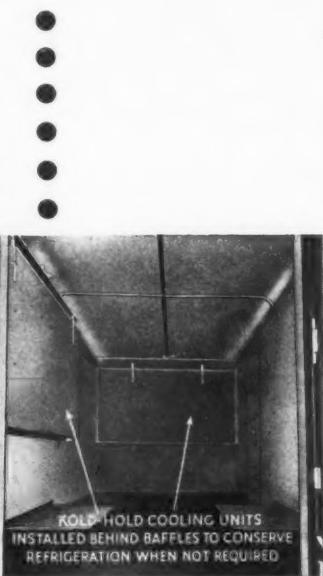
KOLD-HOLD
TRADE
MARK

TRUCK REFRIGERATION

- Like numerous packers throughout the country, the Kroger Grocery and Baking Company have come to realize that ordinary methods of refrigerating trucks employed in the delivery of meats and other perishable products are ACTUALLY FAR MORE EXPENSIVE in operating costs than KOLD-HOLD, the cleanest, most efficient and reliable refrigeration known. And further, that Kold-Hold practically eliminates spoilage and delivers the product in the pink of condition—a potent factor affecting sales.

Kroger officials, well-known for their carefully selective buying, tested Kold-Hold exhaustively in comparison with every worthwhile system of refrigeration on the market, and found it the ideal answer to the problem of transporting perishables. In actual service, particularly during the excessively hot weather, Kold-Hold exceeded in performance their fondest expectations.

Take the first step to important savings and better-conditioned delivered products by writing for the facts TODAY.



Upper left: Interior of the Kroger garage at Cincinnati, showing a fleet of Kold-Hold equipped trucks. The Kold-Hold Cooling Units, which act as storage batteries of refrigeration, are charged at night by connection with the ammonia lines visible at the rear of the trucks.

Above: Interior of Kroger body showing installation of Kold-Hold system. Note that the Cooling Units are baffled in such manner that they may be tightly closed off from the rest of the body when refrigeration is not needed.

KOLD-HOLD IS THOROUGHLY PROVEN

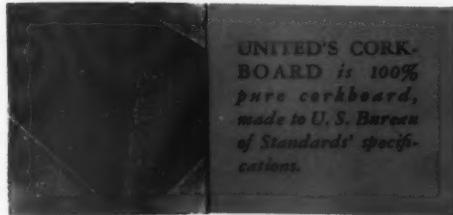
Thousands of Kold-Hold Cooling Units are in daily use and every last one of them, to the best of our knowledge, is giving entire satisfaction. We GUARANTEE the satisfactory performance of every installation made in accordance with our recommendations.

KOLD-HOLD MANUFACTURING CO. OLDS TOWER LANSING, MICH.



Here is a corkboard with a **FLEXIBILITY** that was previously unknown, possessing far **GREATER STRENGTH** and **BETTER INSULATING** qualities than corkboard made by the old, bake-oven methods.

Many years were required in research and testing to perfect United's B.B. (Block Baked) Corkboard. The heat is applied to the moulds in a way that avoids partial charring and breakdown of the cork granules. The cork retains its natural resiliency and strength with increased insulating qualities. The new B.B.



method is one of the greatest advancements in corkboard manufacture since the inception of the industry.

United's B.B. Corkboard is made in blocks measuring up to 36" wide x 40" long and from 1" to 16" thicknesses. As a user of insulation, you are interested in the longer life, easier installation and greater efficiency of United's B.B. Corkboard. It costs no more. Write for full particulars . . . today.

UNITED CORK COMPANIES KEARNY, NEW JERSEY

Manufacturers and Erectors of Cork Insulation

SALES OFFICES AND WAREHOUSES: New York, Philadelphia, Boston, Baltimore, Chicago, Cleveland, Cincinnati, Pittsburgh, Milwaukee, Indianapolis, Rock Island, Ill., Buffalo, Hartford, Conn., Taunton, Mass., Albany, N. Y.

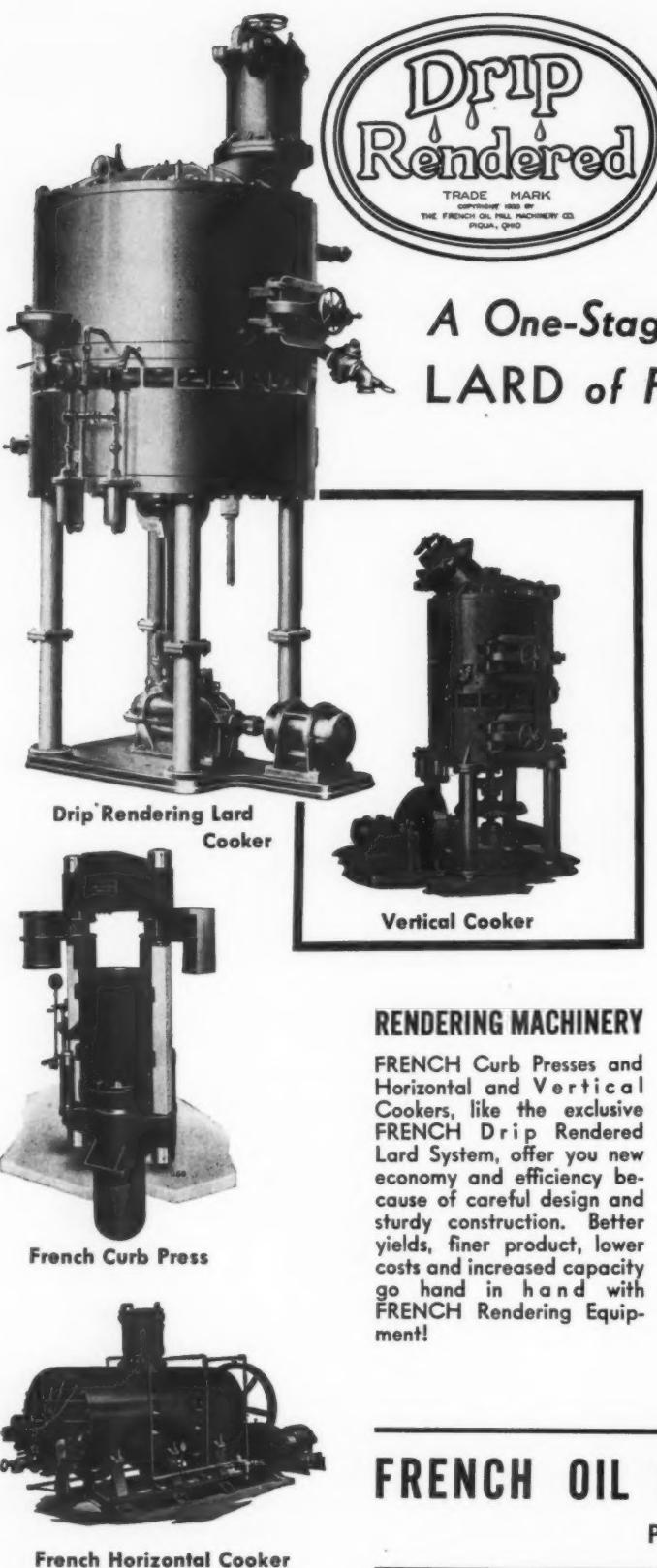
UNITED CORK COMPANIES, Kearny, N. J. We are interested in receiving data on . . .
Please have your nearest sales office communicate with us.

NP-10

Name Firm
Address City State

A REVOLUTIONARY RENDERING PROCESS

PATENTED



*A One-Stage Method that Produces
LARD of Finest Quality from All
Types of Fats!*

All the words in the dictionary would not describe any better the type of LARD produced by the FRENCH Drip Rendered Process than these plain, unvarnished facts and characteristics:

ODOR: Sweet and neutral.

COLOR: Excellent and uniform, approximately 2.0 yellow and 0.2 red.

F.F.A.: Average under 0.03.

SMOKE POINT: 490° F. and higher. This approximately 100° higher than ordinary lard.

MOISTURE: Reduced to a minimum because rendering takes place under vacuum.

UNIFORMITY: Quality of lard uniform regardless of type of fats used.

How does your product compare with this analysis? Simple investigation will convince you that you need this system —now! Write for details.

RENDERING MACHINERY

FRENCH Curb Presses and Horizontal and Vertical Cookers, like the exclusive FRENCH Drip Rendered Lard System, offer you new economy and efficiency because of careful design and sturdy construction. Better yields, finer product, lower costs and increased capacity go hand in hand with FRENCH Rendering Equipment!

FRENCH OIL MILL MACHINERY CO.

PIQUA, OHIO

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No danger to Blue Ribbon carcasses in coolers in which the air is conditioned with the aid of Taylor Temperature and Humidity Control.

LOW TEMPERATURE IS NOT ENOUGH IN YOUR COOLER

How can you keep carcasses in prime condition and guard them against an invisible thief? An economical and profitable way is to regulate temperature AND humidity with a Taylor System of Automatic Control.

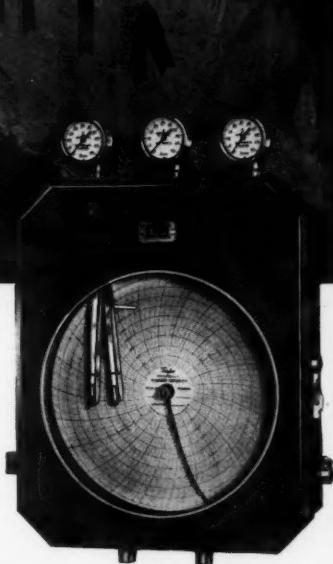
THERE may be an invisible thief in your coolers. He steals quality. But you can trace him by wet and slimy products . . . by excessive shrink . . . by early spoilage . . . by mold and unpleasant odors . . . by damp walls and floors and ceilings.

Unconditioned air is the robber. Air that may be cold enough but not properly humidified to preserve the prime condition of your products.

But losses in the cooler are not so great today as in the past. Many packers realize the need for controlling temperature and humidity within definite limits. And they find that a Taylor System of Automatic Temperature and Humidity Control works efficiently, accurately and economically. Taylor engineers have gone

into packing plants and provided Control Systems to fit individual coolers. There is no standardized, rule-of-thumb specification, but a careful, intelligent Taylor survey of the results to be obtained and recommendation of the best way to get them. The basic instrument which assures this efficient control is the Taylor Fulscope Controller. The remarkable adaptability of this controller gives any type of temperature and humidity regulation desired. A simple adjustment makes it easy, while a permanent chart record of wet and dry bulb temperatures is made for constant reference.

The results from such a System soon more than pay for it. Shrink is always under control. So are bacteria and mold growth. Your beef and other products



To prevent AIR from robbing your coolers, use a Taylor Fulscope "Dubl-Duty" Controller. This instrument, the heart of the Taylor Control System, automatically keeps dry-bulb and wet-bulb temperatures just where you want them so as to protect your products. The two pens write continuous records of the temperature and humidity maintained by the Fulscope Controller.

retain their fine appearance and condition while awaiting shipment.

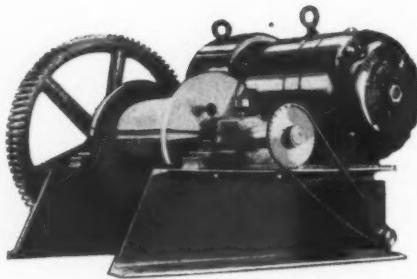
We have worked with many packers on temperature and humidity control problems. Let us use this experience for your profit. Talk it over with a Taylor Representative—or write to Taylor Instrument Companies, Rochester, N. Y., or Toronto, Canada. Manufacturers in Great Britain—Short & Mason, Ltd., London, England.

Taylor

Indicating Recording • Controlling

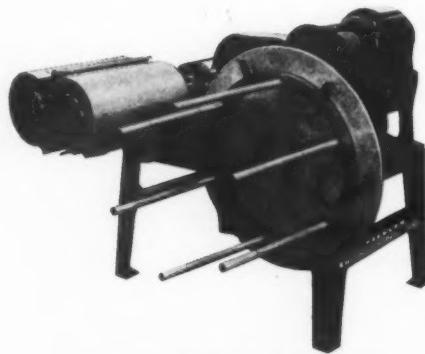
TEMPERATURE, PRESSURE and
FLOW INSTRUMENTS

25 YEARS of EXPERIENCE



ELECTRIC BEEF HOIST

Also Friction Hoists and All Other Equipment for Beef, Hog and Sheep Slaughtering.



BEEF CASING CLEANER

We Have a Complete Line of MODERN Hog and Beef Casing Processing Equipment.

In the Design, Manufacture and Operation of Keebler Equipment, Assures the Purchaser of Lasting and Efficient Service.

Besides the Machines Illustrated, We Also Manufacture Complete Equipment for the By Product Departments - All Improved.



SMOKE STICK AND GAMBREL WASHER

You Will Find KEEBLER Equipment in Use All Over the United States,
Canada, South America and the Philippine Islands

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ENGINEERING CO.

1636 W. 63rd St., Chicago, Illinois

SAUSAGE COOKING DOLLARS GO FARTHER

1.
COOKS COMPLETE
BATCH OF SAU-
SAGE AT ONE
TIME.

2.
COSTS MUCH LESS
AND REQUIRES
LESS TIME TO
OPERATE.

3.
PRODUCES SU-
PERIOR PRODUCT
AT ALL TIMES.

4.
LARGE
SAVINGS
IN SHRINK

5.
NO TANGLED,
BURST OR BROK-
EN SAUSAGE.

6.
APPLIES COLOR
AT SAME TIME
SAUSAGE IS
COOKED.

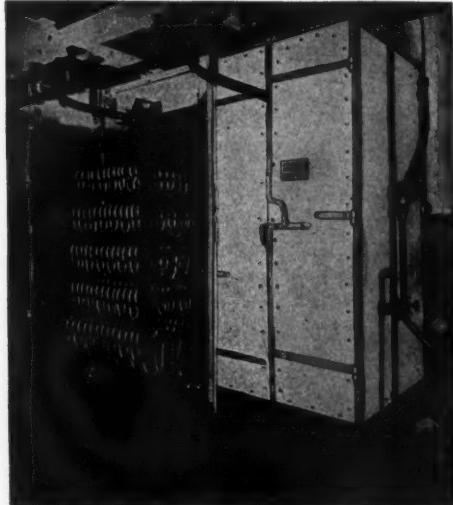
7.
MODELS FOR
EVERY SPACE RE-
QUIREMENT.

with a Jourdan Process Cooker!

All-around economy is the thing to look for in a sausage cooker. Buy the cooker that gives you lowest operating costs and finest results—the JOURDAN PROCESS COOKER!

The JOURDAN offers unusual and exclusive results because of its patented circulating, percolating cooking action that gives uniformly fine results at all times. Check over the list of advantages that only JOURDAN offers—and see if you can afford to do without this remarkable piece of equipment!

Consider also that the Jourdan Process Cooker is now selling at the lowest price in its entire history. It is easier to buy, will pay for itself faster than ever before! No other method of sausage cooking can offer you the profits that JOURDAN guarantees! Investigate!



Manufactured under the following patents: No. 1,690,449 dated Nov. 6, 1928 and No. 1,921,231 dated Aug. 8, 1933. Other Patents Pending.

**Send today
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complete
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specifications
and generous
free trial offer
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NO
OBLIGATION**

Write!

**JOURDAN PROCESS
COOKER CO.**

814-832 W. 20th St.
Chicago, Ill.

ANOTHER
SHIPMENT

To A Sausage Manufacturer
Anywhere
U. S. A.

FROM



MAY CASING CO., Inc.
619 West 24th Place

ILLINOIS

CHICAGO

OF SATISFYING
SAUSAGE CASINGS

◀ LET US SUPPLY YOUR CASING NEEDS ▶

PIONEERS OF



SEWN CASINGS

Quality Sewed Casings

FOR YOUR

Sausage Kitchen

PATENT Casing Company

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Chicago, Ill.

MOTOCO

INDUSTRIAL THERMOMETERS

for
Dependable Temperature Indication



Model "500" Motoco Recording Thermometer—6" easy reading chart—24 hour mechanical clock movement, 5 feet capillary tubing. Standard ranges between -40° F and +550° F.

\$31⁰⁰
LIST PRICE



Model "F 1" Motoco Industrial Thermometer—10 feet of capillary tubing for distance reading or rigid stem for direct mounting. Standard ranges between -40° F and +750° F.

\$20⁰⁰
LIST PRICE

Motoco Industrial Thermometers lend themselves readily to every application in the Meat Packing and allied industries which requires accurate dependable temperature indication.



On washing, scalding, smoking, baking rendering and refrigerating processes, Motoco Instruments will prove a valuable asset and will assure most economical and efficient operation.



The Motoco Solid Liquid Filled movement is of exclusive design. Delicate hair springs, gears, pinions, etc., have been eliminated thus resulting in a sturdy one to one ratio movement which will give long life service under the most severe operating conditions.

Motoco Instruments are custom made for every application, assuring you of satisfactory operation on your equipment.



A postcard or letter request will bring you complete details of the Motoco line together with recommendations.

**THE ELECTRIC AUTO-LITE COMPANY
MOTO METER GAUGE & EQUIPMENT DIV.
CHRYSLER BUILDING • NEW YORK CITY, N.Y.**

*... Your Products are SAFEST
When Shipped in BLISS BOXES ...*



How to deliver your products to retail markets in perfect condition—and at lowest cost—is just as important as maintaining your standards of quality in the packing plant.

Meat Packers have found Bliss Boxes to be the strongest, safest fibre containers for shipping pork loins, smoked meats, fresh meats, poultry, butter, lard and by-products.

Let our Engineers tell you of the convenience, low cost and dependability of Bliss Boxes as compared with other types of shipping containers.

DEXTER FOLDER COMPANY

28 West 23rd Street, New York, N. Y.

CHICAGO PHILADELPHIA BOSTON CLEVELAND ST. LOUIS SAN FRANCISCO LOS ANGELES SEATTLE

THE ARISTOCRAT OF COOKED CANNED HAMS



Though our distribution is national—many territories are still open.

Ask for a full price list covering all our food items.

Order your trial case today. Your money will be refunded if you are not fully satisfied.

ENJOYS THE PLACE OF HONOR
AT THE COURT OF
AMERICAN PUBLIC OPINION

Don't repeat the mistake of others who considered Ampol Brand Cooked Canned Hams a fad. They are here to stay—*because they defy successful imitation.*

Those who refused to handle our hams in 1934—became our clients in 1935—and good clients at that.

Those who still hesitated in 1935 dropped their reserve in 1936 and are today ardent supporters.

TODAY
250 wholesale meat dealers
including a large number of well known
packers carry

AMPOL BRAND
COOKED CANNED SKINLESS BONELESS HAMS

AMPOL INCORPORATED

374-380 Second Avenue

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CASINGS

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MONGOLIA

*. . . Show your Product
to the World
dressed in its best*

MONGOLIA IMPORTING CO.
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Quite a number of manufacturers credit the creative and practical skill of the men in Continental's packaging service with measure of their products' successes. Continental's coast-to-coast packaging service is made quickly available to any manufacturer who may have a packaging problem.



Continental Can Company

Have YOU tried **C E R E L O S E ?**

(D E X T R O S E S U G A R)

Extensively used for many years in
the baking, dairy, confectionery and
bottling industries and NOW in the

CURING of MEAT



WHAT CERELOSE DOES:

- Speeds up the development of the color.
- Protects color of meat against oxidation.
- May be applied to any form of fresh or cured meat.

For further information write:

CORN PRODUCTS SALES COMPANY

17 BATTERY PLACE

NEW YORK, N. Y.

C E R E L O S E

PURE REFINED DEXTROSE SUGAR



THE CUSTOMER BUYS YOUR MEAT
ON ITS LOOKS . . .

*And the Rich, Full-
Colored, Natural Look
Is What Sells It!*

● Solvay Nitrite of Soda forms the ideal and essential ingredient in any good cure. It makes meats appetizing to the eye . . . makes them radiate a quality that builds sales . . . builds profits!

Years of use in packing houses have convincingly demonstrated that Solvay Nitrite of Soda is dependably uniform both in action and results. It averts the possibility of inadequate or irregular fixation of color . . . eliminates all danger of unconverted nitrates . . . insures the finest flavor.

Absolutely reliable and safe, the use of Solvay Nitrite of Soda as a curing agent is authorized by

the U. S. Department of Agriculture. It conforms to all the U. S. Pharmacopoeia specifications. When properly used you save curing time . . . shorten the period of soak . . . cut your curing costs . . . impart a full appetizing bloom and a fine flavor to hams, bacon, sausage and other cured meats. Be sure your cure contains Solvay Nitrite of Soda. Write immediately for sample.

SOLVAY SALES CORPORATION

*Alkalies and Chemical Products Manufactured by
The Solvay Process Company*

40 RECTOR STREET NEW YORK

SOLVAY
TRADE MARK REG. U. S. PAT. OFF.
Nitrite of Soda
(SODIUM NITRITE - U. S. P.)

*"It's the
Principle of the Thing"*

**Two Knives
and
Two Plates**

Cutting Simultaneously

That is the Principle on which we base our claim that the SANDER Compound Meat Grinder, really *CUTS* the meat, reducing it to finished size in ONE operation with a temperature rise of only 4 degrees.

The meat first passes thru a coarse plate and then a fine plate, being reduced gradually without excessive pressure. This insures short clean cut sinews (or fibre) in beef, and gives your sausage a fresh tasty appearance with a definite showing of lean and fat. The COMPOUND CUT not only improves your product, but saves time as regrinding is unnecessary.

For coarse cutting, you may use one knife and one plate, converting your machine into a Single Cutter.

Made in two sizes, the No. 150A, 20-H.P. with the new Long Barrel and Feed-screw, 9000 lbs. per hour; and the No. 50A, 4000 lbs. per hour.

Speed with Ease

*because "It's the
Principle of the Thing"*



LARGEST CAPACITY CUTTER on the MARKET



**LOWEST COST
of any self-unloading cutter!**

The PERFECTION MEAT CUTTER is built to give perfect, dependable service. It cuts faster and better. It reduces operating costs. It cuts thoroughly, evenly, smoothly—it keeps the batch elastic and helps produce a finer product.

MADE IN FIVE SIZES

- No. 3—125 lbs. to 150 lbs. capacity
- No. 4—200 lbs. to 250 lbs. capacity
- No. 5—300 lbs. to 350 lbs. capacity
- No. 6—400 lbs. to 500 lbs. capacity
- No. 7—700 lbs. to 800 lbs. capacity

Stationary bowl of the PERFECTION Cutter cannot get out of line, no replacement parts necessary. Simple unloading—simply pull a slide—no parts to wear or need replacing. Batch constantly and automatically mixed. Reduced cutting time—frictional heat eliminated. Many other exclusive features! Write today for full details!

R. T. RANDALL & CO.
331 N. Second St. Philadelphia, Pa.

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THE PROVISION COMPANY, *Columbus, Georgia*

USES TRANSPARENT WRAP
TO WIN IMPULSE SALES



WITH "sausage days" approaching, The Provision Company, Inc., Columbus, Georgia, considers Cellophane transparent wrapping a key factor in its merchandising plans. For Cellophane gives complete visibility and display that mean not only "shopping list" sales, but *impulse* sales as well.

In a transparent wrap, sausage catches the shopper's roving eye. It *looks* fresh and good . . . an appetizing menu idea . . . and she buys it on *impulse*.

PACKAGING IDEAS

Our Field Representatives will be glad to help you work out a new package for your product. No obligation. Just write: E. I. du Pont de Nemours & Co., Inc., "Cellophane" Division, Empire State Building, New York City.

Cellophane
TRADE MARK
"Cellophane" is the registered trade-mark
of E. I. du Pont de Nemours & Co., Inc.



"Shop talk" paid this driver. He heard the story of Standard's free automotive engineering service, and recommended it for his own fleet. His super liked the idea—the net result was a lowered cost-per-mile for the fleet and a bonus for the driver.

MINOR combustion faults and unnoticed little power leaks are responsible for a much higher than necessary cost-per-mile.

Standard Oil (Indiana) automotive engineers will measure and check the 16 vital factors that control gasoline economy and smoothness in your motors. Correct the faults they uncover, set each engine for its peak operating efficiency—and your fleet's gas and oil cost-per-mile will drop.

This is just one more example of results that prove the value of Standard Oil service. Hundreds of fleets have *saved enough on gasoline to buy all their oil!*

Perhaps the cost-per-mile in your fleet is too high. Ask your nearest Standard Oil (Indiana) office to loan you one of their automotive engineers for a *free* analysis—and you'll get *results . . . that's certainly worth a phone call!*

Copr. 1936 S. O. Co.
STANDARD OIL COMPANY (INDIANA)
910 South Michigan Avenue • Chicago, Ill.

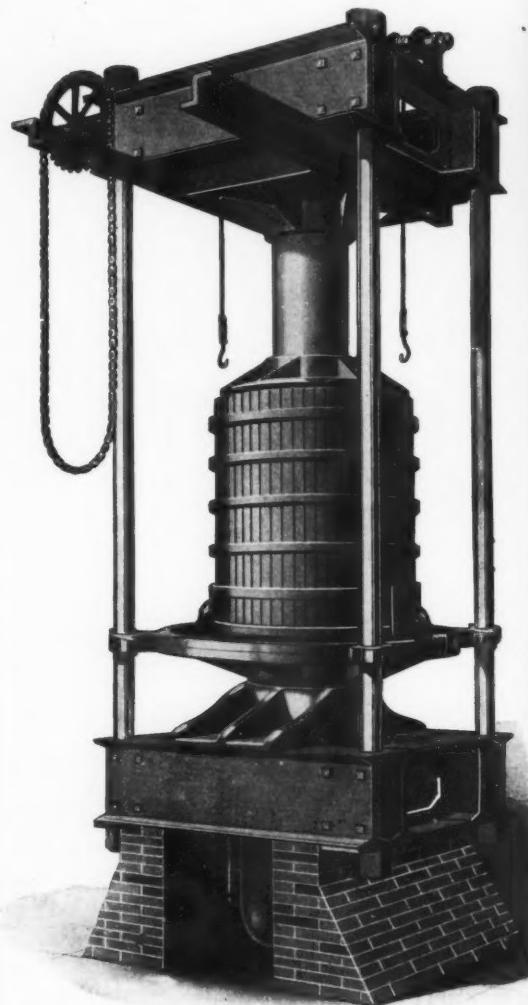
STANDARD OIL COMPANY
(Indiana)

**AUTOMOTIVE ENGINEERING SERVICE
LOWERS MILEAGE COSTS**

GOSHEN HYDRAULIC PRESSES

for Lard, Tallow, Tankage,
Sheepskins, Leather

**EFFICIENT—ECONOMICAL
S U B S T A N T I A L**



**Hydraulic Press Supplies
Racks . . Cloth . . Valves . . Packings
Complete Stock**

**THOMAS-ALBRIGHT
COMPANY**
GOSHEN, INDIANA



TO MILL OPERATORS
WHO ARE LOOKING FOR
ECONOMIES IN OPERATION

The steam that runs this G-E
turbine grinds coal and heats
feedwater

ECONOMY—STEP BY STEP

AN old house can be remodeled and brought up to date a room at a time. Its all-electric kitchen may be installed piece by piece. Economy is thus attained step by step.

Complete modernization of an industrial power plant does not always provide sufficient improvement to justify the cost. But economy, step by step, always pays.

At Cloquet, Minn. a small improvement in an already-modern plant is bringing considerable savings to the Wood Conversion Company. Two coal pulverizers, powered by 75-hp G-E

turbines, are installed in the power house. The exhaust steam heats feedwater. Double use is made of the steam; and double use, however it is made, always results in savings—savings which, while small in themselves, may make an appreciable increase in operating profits.

A G-E turbine specialist will be glad to go over your own plant with you and give you a preliminary estimate of the savings which may be possible. Don't overlook this way of increasing profits. Ask for this service. General Electric, Schenectady, N. Y.

GENERAL ELECTRIC



This booklet describes the line of small G-E mechanical-drive turbines—shows many installation pictures. Send for it today.

General Electric Company, Dept. 6 B-201, Schenectady, N. Y.

Please send me GEA-1145C on STEAM TURBINES FOR MECHANICAL DRIVE.

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Street.....

City..... State.....

720-261

CONTINENTAL MOTORS



CONTINENTAL STANDARD A.C. MOTOR

*A type for every
meat packing, sausage
manufacturing and
rendering plant use!*

The Standard A. C. Continental Motor is only one of a complete line. Other types, such as totally enclosed, fan cooled, explosion proof, geared motor, motor generator, etc., are available for every condition or requirement in the meat plant.

Used by members of Institute of American Meat Packers and other progressive packers throughout the country. Investigate Continental Motors—write for prices!

CONTINENTAL ELECTRIC CO., INC.

Main Office: 325 Ferry St., Newark, N. J.

Chicago Office: 510 N. Dearborn Street

MANUFACTURERS OF MOTORS AND GENERATORS TO 500 HORSEPOWER



Refrigeration

Has for twenty years been the choice of Anthony Szelowski and Son, as additions were made to their sanitary, up-to-the-minute sausage factory in Buffalo, N. Y.

For low shrinkage losses and constant temperatures, you can count on Frick Refrigeration. Get your copy of Bulletins 112 and 194 today.

WAYNESBORO, PENNA. U.S.A.
FRICK & CO.
DEPENDABLE REFRIGERATION SINCE 1882



FATHER TIME WROTE THIS TESTIMONIAL:

"ROCK CORK Installations do not lose their High Insulating Value!"



Mineral . . . hence permanent, J-M Rock Cork provides lasting insulating efficiency

ALMOST 30 years, now, since the first Rock Cork installation . . . but time has added nothing to the refrigerating load in that plant*! The insulation remains unimpaired—still promises years of continued effectiveness.

In hundreds of plants, Rock Cork's ten . . . fifteen . . . twenty-year record reveals the same high, permanent insulating efficiency.

The characteristics of Rock Cork that make such a record possible? A mineral composition.

Therefore, imperishable, rot- and vermin-proof. A myriad of tiny air spaces, sealed with a film of waterproof binder, stubbornly resists the infiltration of air and moisture—the most common cause of low-temperature insulation failures.

Furthermore, Rock Cork—in both sheet and pipe-covering form—is chemically inert, odorless; cannot support the growth of mold or bacteria.

But why not get the whole story . . . why not see how J-M Rock Cork can permanently, efficiently solve your

refrigerating insulating problems? For a copy of our Rock Cork brochure, write to Johns-Manville, 22 East 40th Street, New York City.

*E. Kahn's Sons Co., Cincinnati, Ohio.

**Johns-Manville
ROCK CORK
LOW-TEMPERATURE
INSULATION**

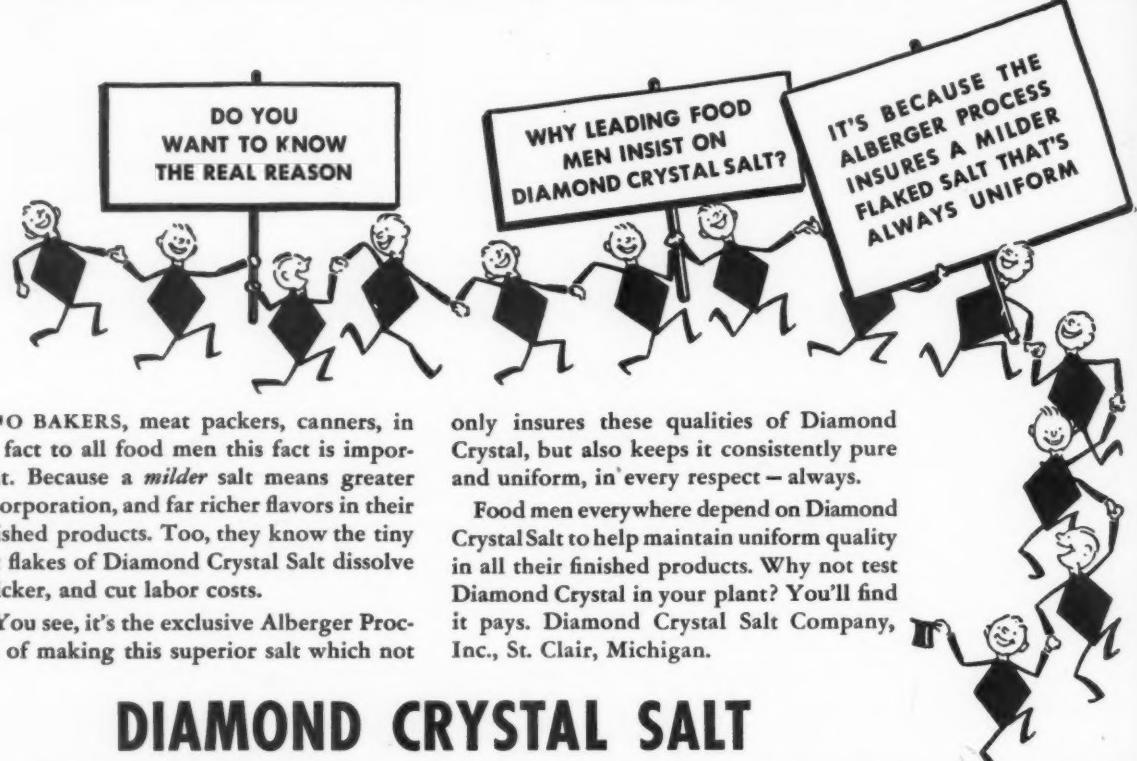
**In sheet form and for
pipe covering**

WEST CARROLLTON

GENUINE VEGETABLE PARCHMENT

QUALITY meat products deserve a quality wrapper and that always means Genuine Vegetable Parchment. It alone has the odorless, greaseproof properties and pure white color which impart a suggestion of superior quality to meat products. Use West Carrollton Genuine Vegetable Parchment and be sure of winning the favor of modern buyers.

WEST CARROLLTON
PARCHMENT COMPANY
WEST CARROLLTON - OHIO
OUR 40th YEAR SERVING THE FOOD INDUSTRY



TO BAKERS, meat packers, canners, in fact to all food men this fact is important. Because a milder salt means greater incorporation, and far richer flavors in their finished products. Too, they know the tiny flat flakes of Diamond Crystal Salt dissolve quicker, and cut labor costs.

You see, it's the exclusive Alberger Process of making this superior salt which not

only insures these qualities of Diamond Crystal, but also keeps it consistently pure and uniform, in every respect — always.

Food men everywhere depend on Diamond Crystal Salt to help maintain uniform quality in all their finished products. Why not test Diamond Crystal in your plant? You'll find it pays. Diamond Crystal Salt Company, Inc., St. Clair, Michigan.

DIAMOND CRYSTAL SALT

UNIFORM IN COLOR... PURITY... DRYNESS... SOLUBILITY... SCREEN ANALYSIS... CHEMICAL ANALYSIS... CHARACTER OF FLAKE

Truck refrigeration AT NO COST



BY THE FUEL THAT RUNS THE MOTOR

With the McCord Refrigeration-Fuel System for trucks savings of several hundred dollars a year are effected. This saving multiplied by the number of refrigerated trucks in the average fleet is an impressive total.

McCord Refrigerated Trucks operated by some of the largest fleet owners are proving these savings. The cost of a McCord installation can usually be offset by the savings in the first year to year and a half of operation.

The McCord Refrigeration-Fuel System has no moving parts, consequently no upkeep or maintenance expense. It is a non-mechanical direct expansion system, using tank gas to produce cooling and power. Installation of the system can readily be made by the fleet owner's mechanical department.

McCORD RADIATOR & MFG. CO.

OFFICES: Detroit, New York, Chicago

PLANTS: Detroit, Mich.; Plymouth, Ind.; Wyandotte, Mich.; Walkerville, Ont.

Automotive Radiators, Gaskets, Refrigeration and Air Conditioning Products,
Unit Heaters, Mechanical Lubricators



The McCord Refrigeration-Fuel System utilizes a tubular convector unit mounted inside of the truck body as illustrated. This unit occupies a floor space of less than one square foot. Ordinary pre-gasoline distillate "propane" is used as both refrigerant and fuel. By its expansion through the system it first creates at no cost refrigeration and then passes on to the motor as a fuel.

McCord REFRIGERATION FUEL SYSTEM FOR TRUCKS



IN THE PACKING INDUSTRY
THEURER WAGON WORKS, Inc.

"Qualified to build your bodies"



THE WEATHER

The Times Reporter

FINAL

VOL. LXXVI

SATURDAY, OCTOBER 17, 1936

THREE CENTS

MEAT PACKERS CONVENE

CORINCO CORKBOARD LOWERS REFRIGERATION COSTS:

**INSURES
MAXIMUM
PROTECTION
FOR MEATS
AND MEAT
PRODUCTS**

SPEED IS EXPECTED IN REDUCING FRANC

Bum Unlikely to Meet Trouble

OCTOBER MARKS 31st
ANNUAL GATHERING;
NEW METHODS ACCLAIMED

STEELING SWIMB ENDED

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Russia Quickly Bought
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MR. ANDERS SECRETARY

No Stresses \$2,000 000,000
Stabilization Fund Backs
Pound and Franc.

MOSCOW IS LOSER IN DEAL

COMPANY INC.
NEW YORK CITY, N. Y.

70 - 2020-2021 ANNUAL REPORT

part of manufacturers to develop and provide equipment designed to meet the requirements of meat packers everywhere. As in the past, engineers and builders have been consistent in specifying CORING CO CORKBOARD as the insulating material proven most effective in upholding these high standards.

CORK INSULATION

MOSCOW IS LOSER IN DEAL | Effort upon the | high standards
COMPANY INC.
NEW YORK CITY, N.Y.

BRANCHES AND DISTRIBUTORS IN PRINCIPAL CITIES • FACTORY: WILMINGTON, DEL.
MANUFACTURERS OF CORINCO SHEET CORK • CORINCO GRANULATED CORK • CORINCO CORK PIPE COVERING

Packers make *immediate* savings in brine costs with the *Lixate Process*

All who use the Lixate Process—shrimp packers, canners, meat packers, tanners—report immediate savings in brine production costs. Here are the reasons why:

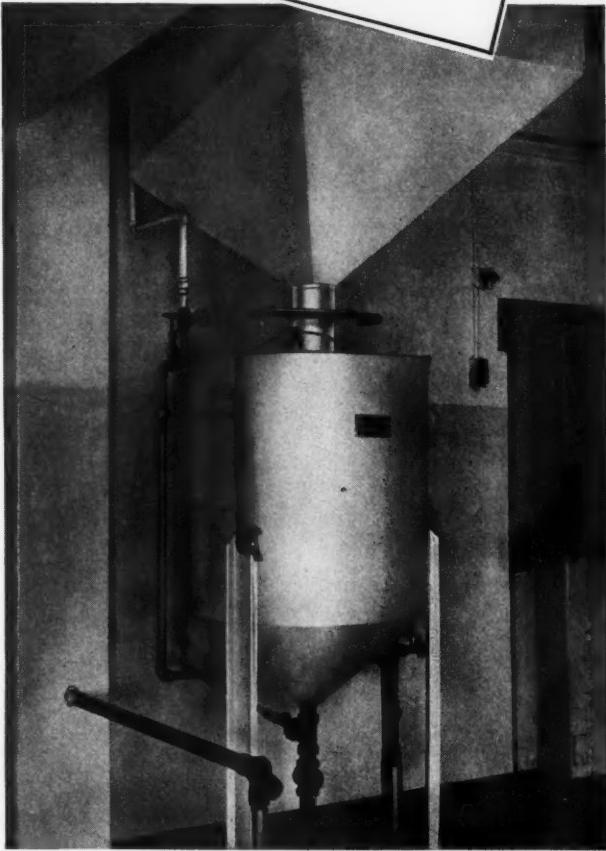
The Lixate Process is entirely automatic. It eliminates practically all manual labor. This makes drastic reductions in the costs of handling salt and producing brine. Lixate Brine is always fully saturated and filtered to be pure and crystal clear. It can be piped to any part of the plant, which makes another profitable saving in the usual cost of handling brine.

This three-fold saving cuts the costs of handling salt, producing brine and distributing brine. In addition, Lixate Process users report savings of 20% and more in the amount of salt used.

The Lixate Process, in hundreds of successful installations, has never failed to make these savings. Write for a free copy of the Lixate Book for more detailed information. Individual requirements in your plant can be easily and profitably met by an installation of the Lixate Process designed especially for you. A Lixate engineer will be glad to call at your plant, without any obligation, and suggest a way for you to make these immediate and important savings.

THE LIXATE WAY

Rock salt is stored conveniently in bulk, above the Lixator. It flows by gravity to the Lixator. Brine production is automatically regulated. The pure, clear, saturated brine flows by gravity to the storage tank or tanks, and from there it can be piped to any part of your plant. Shown below is an installation of the Lixate Process in the plant of Henry Fisher Packing Company, Louisville, Ky., meat packers.



INTERNATIONAL SALT CO., INC.

GENERAL OFFICES — SCRANTON, PA., and NEW YORK CITY

SALES OFFICES: Buffalo, N.Y. • Philadelphia, Pa. • Boston, Mass. • Baltimore, Md. • Pittsburgh, Pa. • Newark, N.J.
New York, N.Y. • Richmond, Va. • Atlanta, Ga. • New Orleans, La. • Cincinnati, Ohio • St. Louis, Mo. REFINERIES:
Watkins Glen, N.Y. • Ludlowville, N.Y. • Avery Island, La. MINES: Retsos, N.Y. • Detroit, Mich. • Avery Island, La.

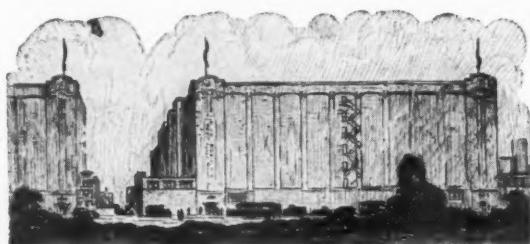
MASTERCRAFT

TRUCK BODIES

For Safe and Fast Food Transportation

WE'RE USING MASTERCRAFTS
ON ALL OUR JOBS TOO!

LUCE MANUFACTURING CO.
LANSING, MICHIGAN



Yours—

**For Superior Curing
and
Cold Storage Service**

United States Cold Storage & Ice Co.

CHICAGO

DETROIT

KANSAS CITY

DALLAS



FOR BUILT-IN EASE OF HANDLING . . .

The design and construction of the Hackney bilged barrel assure particular ease and speed of handling—both in the plant and during transit.

For packers such advantages as: light weight, compactness, ease of filling and emptying, ease of opening

and closing, the chime construction, the bilged sides—all contribute to make the Hackney full-removable head barrel a practical and economical container.

And as in all Hackney barrels, drums, cylinders and special shapes—rigid strength assures long service in handling and storage of products for the packing field.

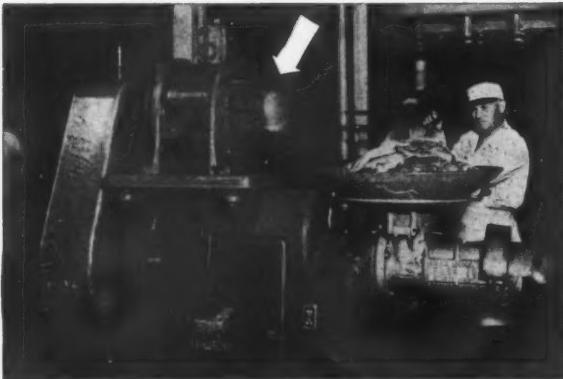


PRESSED STEEL TANK COMPANY

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Containers for Gases, Liquids and Solids

FOR "MORE MILEAGE"★ ON GRINDER DRIVES



THE WESTINGHOUSE TOTALLY-ENCLOSED FAN-COOLED CS MOTOR!

● Notice the sturdy construction of this motor. The stress and strain of grueling service day in and day out can't warp *that* frame and cause premature maintenance. This solid cast frame resists corrosion!

This motor *looks* dependable and *is* dependable because inside, hidden from view, are such important features as dual-protected windings, taped end turns and radio frequency tested insulation . . . features that are typical of the "More Mileage" advantages you get in Westinghouse motors at no extra cost.

Investigate the Westinghouse motor features . . . compare them with any other motor drive . . . then ask yourself if you can afford *not* to have these Westinghouse motor advantages in your plant.

Write for a copy of L. 20384.

J 20145

The application of the exclusive Westinghouse "De-ion" Arc Quencher to these Linestarters is the most important forward step in the history of motor control.



Westinghouse

WESTINGHOUSE ELECTRIC & MFG. CO., EAST PITTSBURGH, PA.

Page 50



THE FOUNDER *of a famous family . . .*

72 years ago, when Libby went into the meat packing business, corned beef was the only product packed. But it was exceptionally fine corned beef. It soon became famous for quality . . . built great prestige for the Libby name.

Today the Libby Family of Canned Meats includes the 30 items listed below. They are packed in Chicago, sold the country over to the millions for whom the name *Libby* stands for finest quality in canned meats. Libby, McNeill & Libby, Chicago.

| | |
|-------------------|----------------------------|
| Beef Extract | Frankfurters |
| Beefsteak | Hamburger Steak |
| Boneless Chicken | Lunch Tongues |
| Bouillon Cubes | Meatwich Spread |
| Brains | Mince Meat |
| Chicken a la King | Potted Ham |
| Chicken Broth | Potted Meat |
| Chili Con Carne | Roast Beef |
| Chop Suey | Sausage |
| Corned Beef | Spaghetti and Meat |
| Corned Beef Hash | Tamales |
| Cottage Beef | Tripe |
| Deviled Ham | Veal Loaf |
| Deviled Meat | Vienna Sausage |
| Dried Beef | Virginia Breakfast Patties |

Libby's
CANNED MEATS

The National Provisioner



APPROVED BY ALL PARTIES *as the kind your ham makers prefer*

Adelmann Ham Boilers are easiest to handle, quickest to operate, reduce shrinkage, and lower operation costs. They are simple to clean, last longer, perform better, produce the kind of boiled hams that really sell!

Adelmann Ham Boilers are made of Cast Aluminum, Tinned Steel, Monel Metal, and Nirosta (Stainless) Steel, the most complete line available. Liberal trade-in schedules make it actually *profitable* to dispose of worn, obsolete equipment for new Adelmann Ham Boilers. Ask for particulars today.

OTHER AIDS TO PROFIT

Revised 32-page color illustrated booklet "The Modern Method" shows how to properly close aitch-bone cavity, and other helpful hints for best ham boiling results. Gives complete information about Adelmann Ham Boilers, Meat Loaf Pans, Corned Beef Boilers, Luxury Loaf Containers, and Prest-Rite Molds. Presents the Ham Boiler Washer, Ham Washer, Mixing Bowl, and Foot Press. States trade-in values of old Ham Boilers. Write for it.

HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y.

CHICAGO OFFICE: 332 S. MICHIGAN AVE.

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London

Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities

Canadian Representative: C. A. Pemberton & Co., Ltd., Toronto.

"FIFTY YEARS OF FRIENDLY SERVICE"

PURVEYORS OF QUALITY MEATS
and GROCERIES IN OVER
600 RETAIL FOOD STORES
THRUOUT BROOKLYN & LONG ISLAND

Direct Receivers of Carload Lots of Beef, Veal, Lamb, Pork

H-C-BoHack Co.
Inc.

"THE STORES OF FRIENDLY SERVICE"

THE P. BRENNAN COMPANY *Pork Packers*

- U. S. YARDS CHICAGO, ILLINOIS
- PATRICK BRENNAN
- VICTOR H. MUNNECKE
-
- Wholesale and retail dealers in
- fresh pork and provisions find that
- we fill a very definite need in the
- industry.
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Up-to-date Packaging is Sound Merchandising

For Profitable Volume

USE

SYLVANIA SYLPHCASE K

(Reg. U. S. Pat. Off.)

The Modern Casing

- FULLY TRANSPARENT
- EXCELLENT STRENGTH
- FULL STUFFING CAPACITY

Plain or Attractively
Printed in Colors

Sizes Range from
 $1\frac{5}{8}$ to $4\frac{1}{2}$ inches

*Let Us Demonstrate to You
the Merits of these Casings*

SYLPHCASE K CASINGS ARE STRICTLY KOSHER

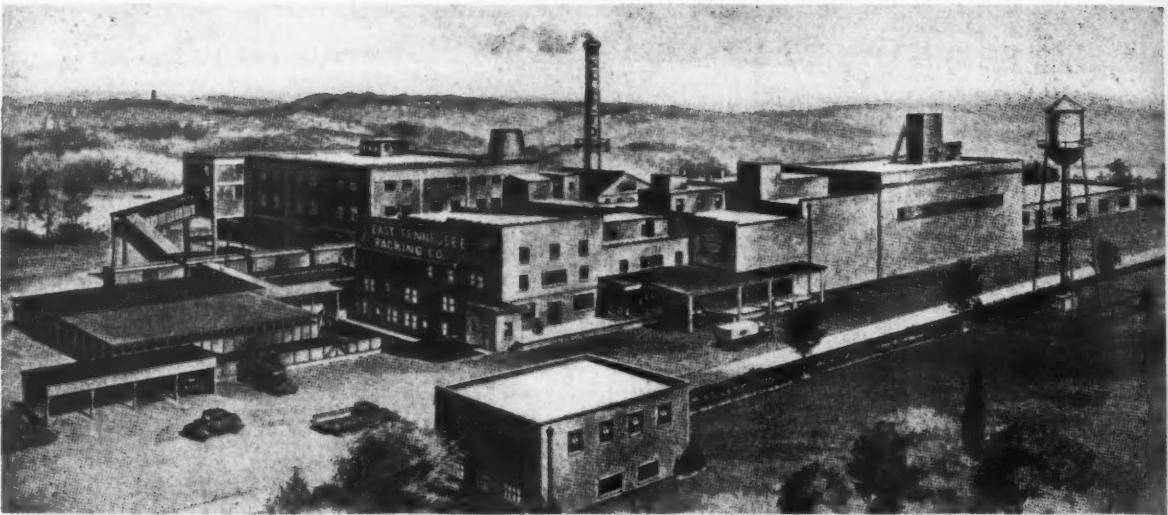
SYLVANIA INDUSTRIAL CORPORATION

Executive and Sales Offices: 122 East 42nd Street, New York
Works: Fredericksburg, Va.

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201 Devonshire Street, Boston, Mass.
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Blake, Moffitt & Towne
Offices and Warehouses in Principal Cities
CANADA
Victoria Paper and Twine Co., Ltd.
Toronto and Montreal



SELECTO
"The HAM delicious"



SELECTO
"The BACON delicious"
"A taste will win your favor"



Tender Meats of Constant Goodness

Durr's Mohawk Valley and Oneida Brands denote products of unusually good and unvarying quality.

HAMS - BACON - FRANKFURTS
LARD - DAISIES - SAUSAGES

C. A. DURR PACKING CO., INC.
UTICA, N. Y.



THE MIDDLE ROAD IS BEST

There is also a Middle Road in the buying of food protection papers.

Some papers cost too much for the job they do. Some are too poor to use at any price.

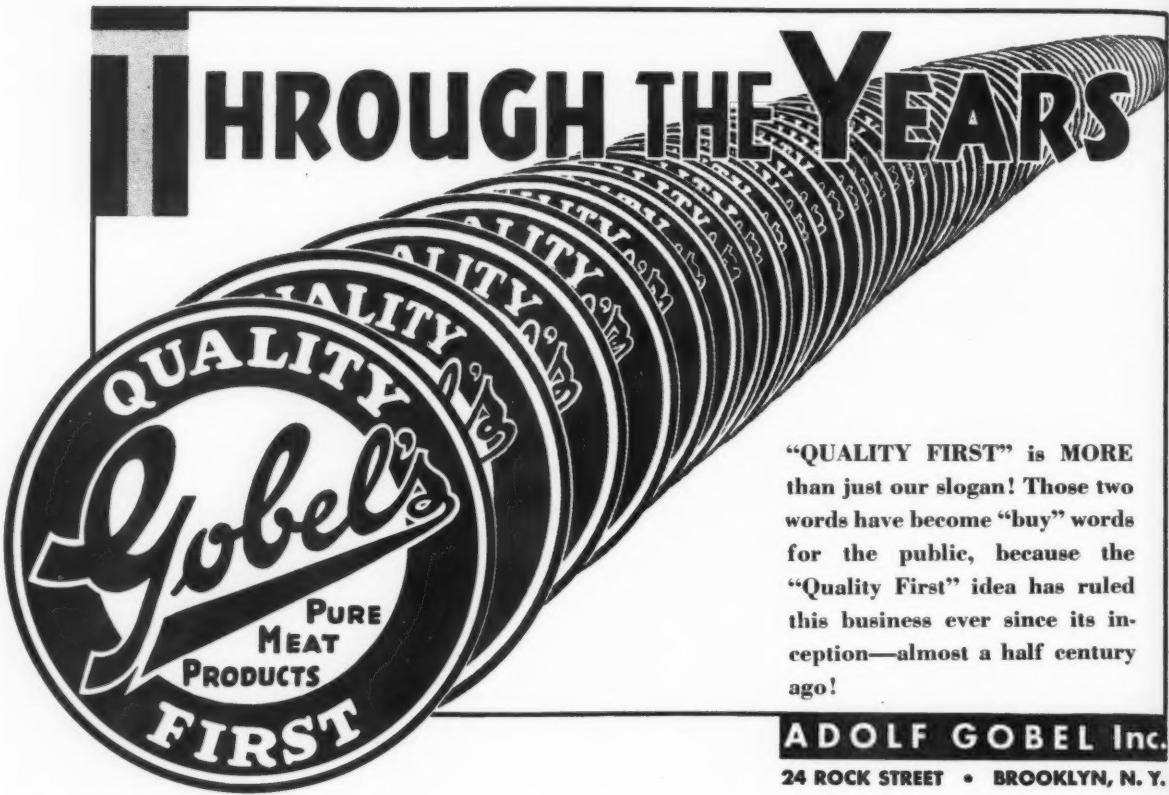
The safest Middle Road paper in the packing house is Genuine Vegetable Parchment. In the few cases where Parchment is too good for the job, KVP has other Middle Road papers to fit the need.

KVP FOOD PROTECTION PAPERS

KALAMAZOO VEGETABLE PARCHMENT COMPANY, PARCHMENT, MICH.

Week ending October 17, 1936

Page 55



"QUALITY FIRST" is MORE than just our slogan! Those two words have become "buy" words for the public, because the "Quality First" idea has ruled this business ever since its inception—almost a half century ago!

ADOLF GOBEL Inc.
24 ROCK STREET • BROOKLYN, N.Y.

JOHN J. FELIN & Co., INC.

Philadelphia Scrapple a Specialty

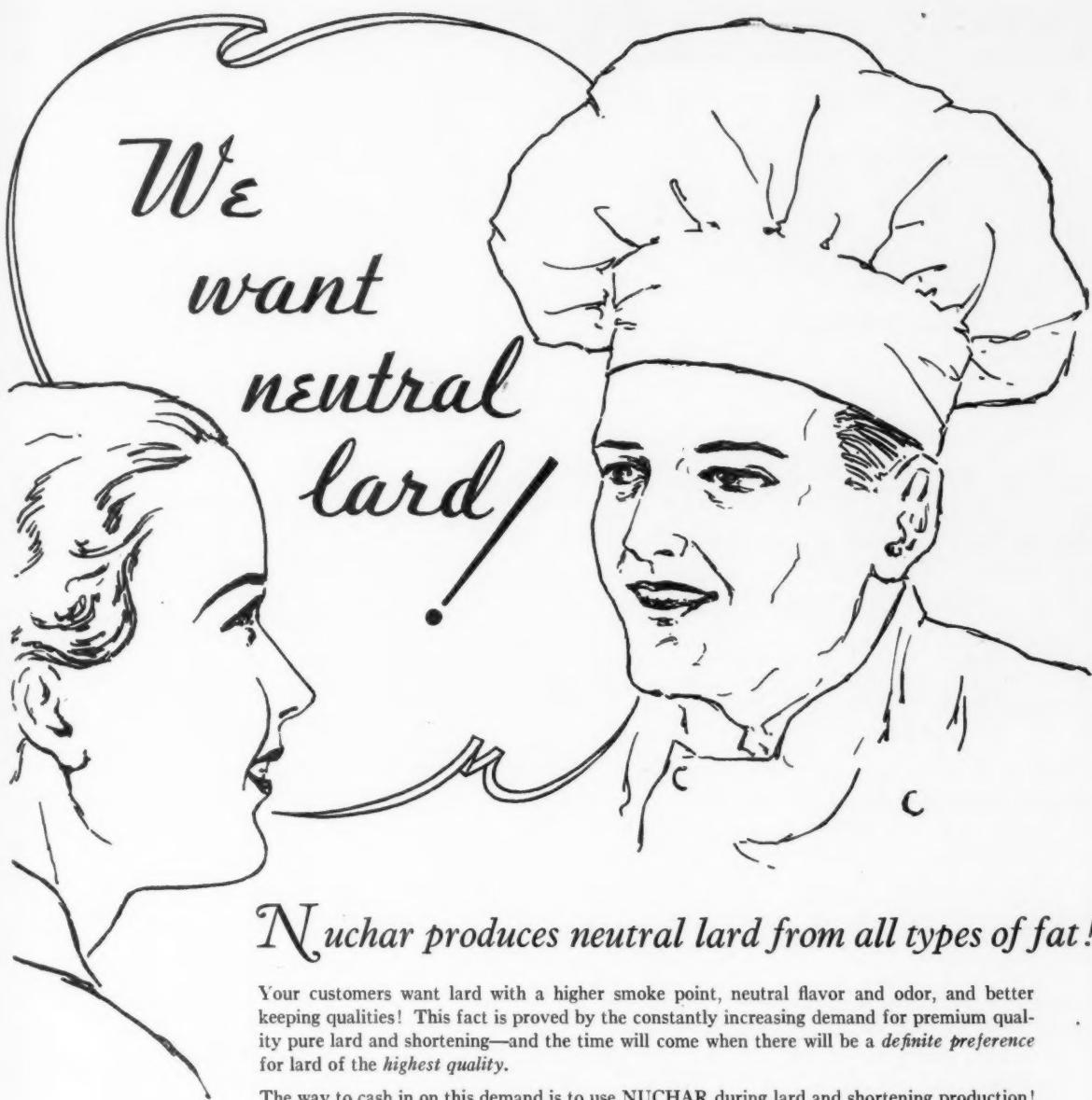
Hams • Bacon • Lard

DELICATESSEN

4142-60 Germantown Avenue

PHILADELPHIA, PA.

New York Branch: 407-409 West 13th Street



Nuchar produces neutral lard from all types of fat!

Your customers want lard with a higher smoke point, neutral flavor and odor, and better keeping qualities! This fact is proved by the constantly increasing demand for premium quality pure lard and shortening—and the time will come when there will be a *definite preference* for lard of the *highest quality*.

The way to cash in on this demand is to use NUCAR during lard and shortening production! It eliminates strong odors and dark color caused by excess sweet pickle fats. Snowy white color means *no need for bleaching* after rendering—greatly increased stability and *finer keeping quality*.

We would welcome the opportunity to give you *full details and particulars* on the profitable way to produce fine quality lard and shortening—with NUCAR! *Write today for full details*, and ask us also to tell you of the remarkable results that NUCAR gives on grease and tallow.



INDUSTRIAL CHEMICAL SALES CO.

230 Park Avenue
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BEST SELLERS FOR YEARS



HICKORY BC SALAMI



**DELICIA
LUNCHEON
MEAT**



HOG CASING THEURINGER



ROYAL GENOA

J. S. HOFFMAN COMPANY

HENRY FISCHER PACKING Co. INCORPORATED

PORK and BEEF PACKERS

Fischer's Sausages

Mellwood Brand Products

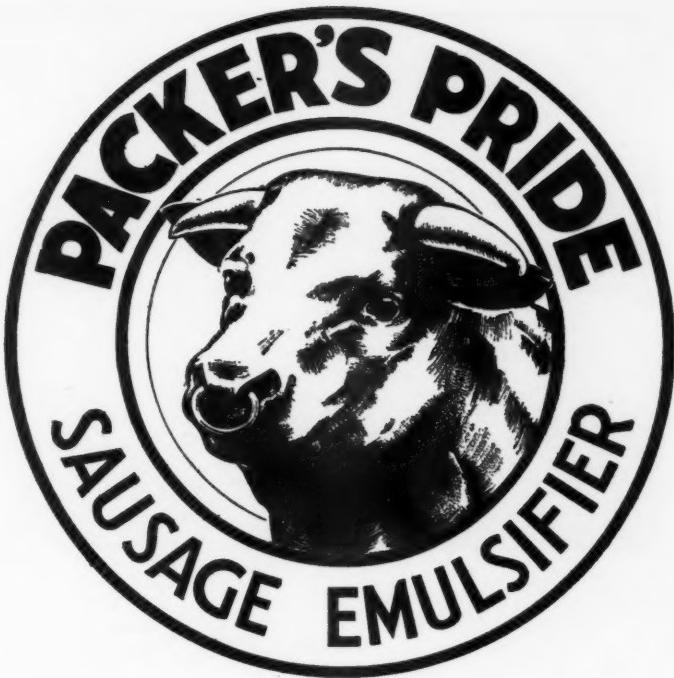
LOUISVILLE, KENTUCKY

Presenting



*and in making
DOG FOODS*

We offer you "Mascot"—the non-fattening protein concentrate. It adds nutritional value and digestibility to dog foods and biscuits, besides many other advantages. Write for sample.



A TRULY REMARKABLE EMULSIFIER

for the production of

**FINER SAUSAGES
MEAT LOAVES AND BOLOGNAS**

In Packer's Pride we offer a starch-free, high protein emulsifier to replace all binders. It will not sour nor ferment—is just the right color to blend with meat. 2 to 5% of Packer's Pride will insure a firmer texture, finer appearance, better slicing, considerably less shrinkage and richer flavor at less cost.

**TEST "PACKER'S PRIDE"
AT OUR RISK**

Order a 100 lb. bag at \$5.75 Chicago. If it is not better than represented, return it freight collect within 30 days and we will tear up the invoice.

ROSS & ROWE, INC.

SOLE DISTRIBUTORS

75 VARICK STREET
NEW YORK

WRIGLEY BLDG.
CHICAGO



GEO. A. **HORMEL** & CO.
AUSTIN, MINN.

For Over 50 Years
Chas. Hollenbach's
"314"
Summer Sausage
Manufacturers to the Trade

THUERINGER
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SALAMI
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CERVELAT
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Prompt attention to your inquiries

CHAS. HOLLENBACH, INC.

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**THERE IS NO
SUBSTITUTE
for
FLAVOR**

The sense of taste is a very delicate thing. It can't be fooled by chemicals.

- ★ Saccharine is sweet—but it isn't sugar.
- ★ Citric acid is sour—but it lacks the delicious tang of lemon juice.

You can imitate; you can create substitutes; but only Nature can produce the taste of natural spices.

**THERE IS NO SUBSTITUTE FOR THE FLAVORS OF
GENUINE NATURAL SPICES**

AMERICAN SPICE TRADE ASSOCIATION

**IMPORTERS, GRINDERS, AND MERCHANTISERS OF
PURE, FRESH, GENUINE SPICES**

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NEW YORK, N.Y.

HONEY BRAND

HAMS

BACON

DRIED BEEF

HYGRADE

Pork

Beef

Veal

Lamb

Sausage
Specialties



HONEY BRAND SPICED HAM — LUNCHEON MEAT
— The Flavor Wins Favor —

HYGRADE FOOD PRODUCTS CORP.

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Executive Offices

NEW YORK CITY

HUNTER PACKING COMPANY
EAST ST. LOUIS, ILLINOIS

**Straight and Mixed Cars of
BEEF AND PROVISIONS**



NEW YORK OFFICE: 410 W. 14th STREET

Representatives:

WM. G. JOYCE, Boston

F. C. ROGERS, Inc., Philadelphia



The Standard for Comparison!

Towering scores of stories above its neighbors, the magnificent Empire State Building is the yardstick by which huge dirigibles or giant ocean liners are measured—it is the standard for comparison.

Wilson's Super Sewed Casings are likewise the standard for comparison —their many advantages make them leaders in the field today. Check these four points of superiority:

- (1) **UNIFORMITY, ABSOLUTELY CONTROLLED**
- (2) **PERFECT COLOR**
- (3) **HIGHEST QUALITY WORKMANSHIP**
- (4) **BETTER APPEARANCE OF FINISHED PRODUCT**

Summed up this means easier handling by the sausage maker, lower casing costs, better yields and greater profits. Decide now to use Wilson Super Sewed Casings—it means production of a superior quality sausage.



U S Y A R D S
C H I C A G O

C A S I N G D I V I S I O N

HOUSTON PACKING COMPANY

U.S. Government Inspected Meats
Establishment No. 271

Jasmine HAM and
BACON



G. L. CHILDRESS
GENERAL MANAGER

Established 1897

The LARGEST Independent Packer IN THE SOUTH

LOCATED ON THE HOUSTON SHIP CHANNEL WITH STEAMSHIP SERVICE
TO ALL U. S. AND FOREIGN PORTS

Straight and Mixed Cars — Beef — Pork — Veal — Boneless Beef
Cottonseed Oil — Shortening — Canned Meats — Animal By-Products

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NIEDLINGER & CO.,
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KINGAN & CO.

PORK • BEEF • VEAL • MUTTON

MAIN PLANT • INDIANAPOLIS

91 YEARS OF SERVICE THROUGHOUT THE EAST AND SOUTH

KINGAN'S RELIABLE

HAMS

BACON

LARD

SAUSAGE

OLEOMARGARINE

CANNED MEATS

CHEESE

BUTTER

EGGS

POULTRY

CUDAHY

for top quality casings

Cudahy's beef, hog and sheep casings comprise a complete line that will satisfy all your requirements. These casings are carefully selected, closely graded for size and quality, well cleaned and carefully packed. They measure up to the specified standard in every respect.

In addition to a full line of domestic sheep casings produced in our own plants, we handle a large quantity of imported sheep casings of the best grades.

Strategically located Cudahy packing houses are equipped to supply casings to the trade in all parts of the country conveniently and in a minimum of time.

THE CUDAHY PACKING COMPANY

Packing Plants at:

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WICHITA, KANS. • DENVER, COL. • SAN DIEGO, CALIF.

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Latest addition to the Cudahy
producing system:

The CUDAHY PLANT at ALBANY, GA.

Opened September, 1936

"The world's most modern packing plant"

A new source of Cudahy casings

THE E. KAHN'S SONS CO.

BEEF AND PORK PACKERS

"American Beauty"

HAMS AND BACON

Straight and Mixed Cars of Dressed Beef,
Calves and Lambs

FRESH AND CURED PORK PRODUCTS

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M. WEINSTEIN & CO.

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*Handling every phase
from*

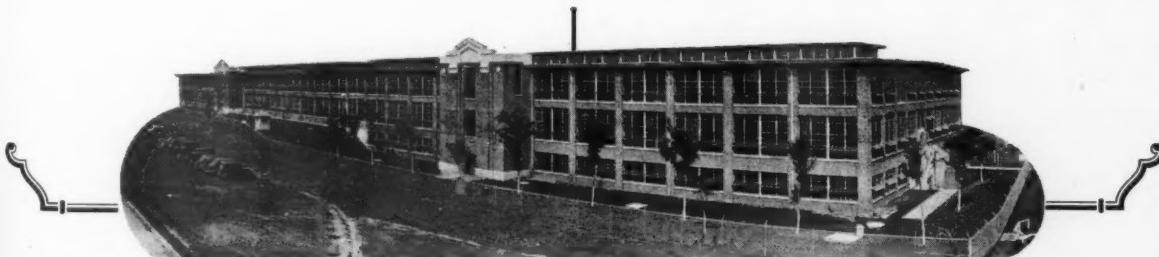
THE RAW COTTON TO FINISHED STOCKINETTE

We know that DYERSBURG Stockinette are right—because we handle every phase of their production from the raw cotton to finished stockinette. The cotton yarn is spun in our own plant. Knitting is done on the most modern equipment available. The DYERSBURG plant has adequate, modern facilities for handling every phase of stockinette production.

Our own trained men supervise every step of manufacture. And because we *concentrate operations and responsibility*, we are able to offer you stockinette of finest quality, at substantial savings. *Try us and see!*

**DYERSBURG
COTTON PRODUCTS, Inc.
DYERSBURG, TENN.**

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**Chicago Office
Best and Donovan
332 S. Michigan Ave., Chicago**



PURE VINEGARS

A. P. CALLAHAN & COMPANY
2407 SOUTH LA SALLE STREET
CHICAGO, ILL.

COLD-
GETS THE HUMIDITY!



maintain temperatures of 3° to 5° F... with
relative humidity of 87% in warehouses of
J. Stanley Co., ship chandlers, Bayonne, N.J.

Mr. Stanley says—

"After having this equipment for a period of one year... I would unquestionably select your company were I to duplicate the job."

The modern method of
Conditioning is with

Carrier

COLD DIFFUSERS

J. STANLEY COMPANY, Bayonne, N. J., are ship chandlers, supplying liners with meats and provisions. In accordance with health regulations, meats must be delivered to the docks in frozen condition—ready for the refrigerators aboard ship. So it's no wonder that when this company consolidated its branches into one large warehouse at their present location, they wanted the finest refrigeration possible. In Mr. Stanley's words, they wanted "definite results, equipment of reliable repute, responsible local representative, reasonably prompt service, and fair price."

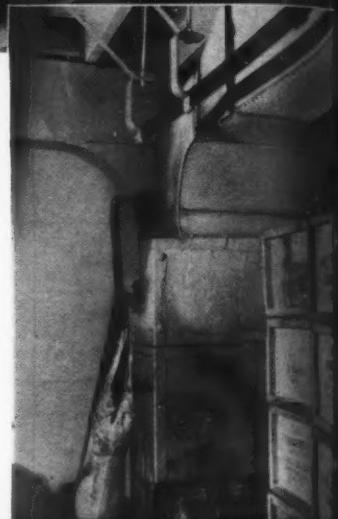
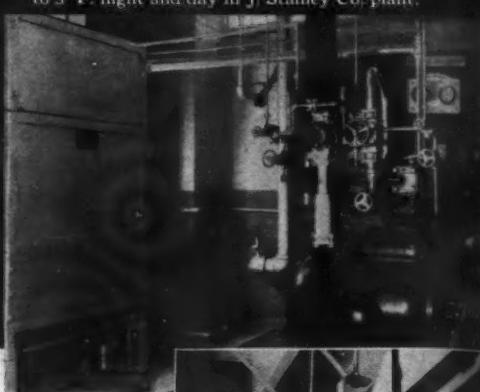
How well Carrier succeeded in meeting these requirements is evidenced by Mr. Stanley's statement that "after having this equipment for a period of one year, if I were to duplicate the job, I would unquestionably select your company to do the work."

The Carrier installation in the Stanley warehouse is unique in many respects. There are no cumbersome bunker coils to reduce storage space—to require prolonged defrosting—to cause "dead spots" in circulation. One Carrier Cold Diffuser and Evaporative Condenser (see illustration) holds temperature between 3 and 5 degrees,

day in and day out, with positive, gentle circulation of chilled air. Humidity is maintained at 87%—meats remain clean and free from all discoloration. The operation of the complete installation is entirely automatic, an unusual feature in equipment of this size. Only five minutes, twice a day, are required for defrosting the complete unit.

And the cost? For operating his cooling room at 38 degrees, and the freezer at 3 to 5 degrees, Mr. Stanley reports: "It hardly seems possible. Just think of it . . . \$1.00 per month for water consumption . . . the Carrier Evaporative Condenser has practically paid for itself in this short time. And as for electrical consumption, that falls anywhere from \$50.00 to \$100.00 per month during the hot summer months."

So another user finds that Carrier Air Conditioned Refrigeration is the modern method of refrigeration—because it provides desired temperature *plus* desired humidity *plus* controlled air circulation *plus* economical operation. Learn how this modern method of refrigerating will prevent fogging in your plant, keep walls and ceilings from sweating, dripping; improve working conditions, lower costs and increase profits.



HUMIDIFIED TO 87%, air kept in instant motion in every part of freezer. Carrier cold diffuser. No dead spots.



NO SWEATY WALLS in the cool room, maintained at 38° by the Carrier ceiling type of Cold Diffuser.



AUTOMATIC COMPRESSORS that supply refrigeration for cooling room at right.



MODERN PLANT of J. Stanley Co., 14th Street, and Ayres Court, Bayonne, N. J., supplying meats and provisions for ocean liners.

CARRIER CORPORATION,
850 Frelinghuysen Ave., Newark, N. J., Desk 504

Send me a copy of your Bulletin, "Low Temperature Product Conditioning." This is not to obligate me in any way.

Name _____
Address _____
City _____ State _____

P.S. Yes, I'd like to know details about air conditioning my home.

PERSONAL

Carrier announces new air conditioning and automatic heat for your home: 16 advantages: new low prices: investigate.

...THE LIFE OF TRADE



THEY say that competition is the life of trade . . . that a good competitor helps its entire industry. . . . We hope that our new line of canned meat products, labeled in ultra-marine and picturing in full-color photography the products within, will prove an asset to all good meat specialties. . . . We want you, of the packing industry, to find the Morrell line a good competitor. . . .

JOHN MORRELL & CO.
General Offices: OTTUMWA, IOWA



Quality Counts!

Dependable Selection
Uniform Quality
Prompt Service

Armour's BEEF - HOG - SHEEP **CASINGS**

Always the Best

ARMOUR AND COMPANY

CHICAGO

THE NATIONAL PROVISIONER

OCTOBER 17, 1936

The Magazine of the Meat Packing and Allied Industries

AMERICA'S *Greatest Industry* LOOKS AHEAD!

TURNING the floodlight of analysis on itself and its problems, the meat packing industry once more in annual convention seeks to find ways to serve better and profit more.

Certain basic facts appear to be gaining wider appreciation and application in the industry—due in part to a changing philosophy of business, and in part to the necessity of operation under new political and economic influences.

For example, *the meat industry is not just meat packing*. It is livestock production, processing and distribution. These three branches must work together if the prosperity of the entire industry is to be assured.

Packers and retailers must be interested in the livestock producer and the outcome of his business.

A Three-in-One Interest

Livestock producers and packers must be interested in the welfare of the retailer—whether independent or chain—so that their contact with the consumer will be most effective and mutually satisfactory.

Livestock producers and retailers must have a common interest in the meat packer—who processes the raw material and turns over the finished product to the retailer for final disposition.

All must work together. All must realize that what affects one affects the other, either directly or indirectly. And all must realize that one cannot prosper at the expense of the other.

At the same time there must be a coordination of functions and an adaptation of the industry in its entirety to a new world philosophy reflected in management and human relationships.

Processing and Distribution

The wide spread between what the producer receives for his meat animals and what the consumer pays for meat is accounted for in processing and distribution. The bulk of

it is in distribution. Processing developments during the last half century have eliminated most of the wastes common to earlier eras. This fact is well known both to the livestock producer and the meat retailer.

Industry in general—and meat packing in particular—has been able to develop a higher degree of efficiency in operation than in distribution. The meat industry is not unique in its high-costing distribution function. Influences are broader and less easily controlled in distribution than in processing.

It is in distribution that economies may be possible, provided the consumer does not demand too much. But in the meantime the livestock producer and meat consumer must understand that each contributes to these distribution costs—and that each must make their contribution to the reduction in such costs.

Hidden Distribution Costs

Difficult to change, however, are the many hidden costs that lie in the field of distribution. It is here that great tax burdens must be absorbed, where compliance with regulatory requirements must be charged, where employment of a large percentage of the people must take place, where every type of service function must be performed, and where competition for supremacy reaches its peak.

While meat packing shares with all industry in the effect of these influences—and others in addition peculiar to itself—it is outstanding in distribution effi-

ciency, and carries a low cost in view of the perishability of products involved.

Better Practices Needed

Even so, new and better practices are sought for these reasons:

So that the industry may earn a better wage for its hire, and pass on to the investor a return commensurate with what he would receive were his capital placed elsewhere;

So that the labor it employs may be adequately protected; and finally

So that the public it serves may get the best product at the lowest possible cost.

In these generalities are embodied a challenge to management calling for the best there is in industry brains and ingenuity, and for pooling of the most constructive ideas that can be developed by those in positions of leadership.

Packers Get the Picture

Such ultimate objectives were the basis of the program of the thirty-first annual convention of the Institute of American Meat Packers, held at the Blackstone Hotel, Chicago, October 9-13, 1936.

During the course of the meeting the industry was given a picture of its economic, political and legal fields of operation. It was shown in forceful fashion how complete cooperation must prevail in every branch of the industry. It was told of its probable raw material supplies during the balance of the current decade. And finally, it was informed of what the consumer expects of it.

Constructive suggestions were made to the assembled packers by speakers not directly associated with this particular branch of the industry, by allied industry leaders, as well as by speakers from within its own ranks. Pleas were made for industry solidarity, for an understanding that each major branch is only a part of one great whole, and for education, tolerance and close relationship.

Producing, processing and sale are a continuous operation, as one speaker pointed out. Each part of this operation is indispensable to the other, and each is dependent on the other for existence.

Packers and Retailers

Importance of the retailer was stressed, as he is the contact man for both producer and packer. "We have work to do together—not separately," said a leader in the retail field. Appealing particularly to the packer, another speaker pointed out that producers are on one end, consumers on the other. Packer and retailer stand between—they are responsible for the distribution cost, and as such are subject to suspicion.

Because of this fact producers and consumers must be convinced that packers and retailers are not "a wrecking crew." He urged cooperation in improving this field of distribution, making its problems better understood, and further developing it for the best interests of all.

Cooperation vs. Exploitation

Pointing to the value of cooperation, and the rapid spread of this factor in American business at the present time, a leader of an allied industry said in the course of his convention address: "American industrial relations are characterized by the substitution of cooperation for exploitation, and that is why we have peace in American industry. But even more than peace, that is why we have been able to create out of an individualistic industrial system an agency for the greatest good for the greatest number of human beings."

The meat packer and those engaged in meat retailing are not different from others in the field of commerce and industry. Each is working for himself, but all together are working for the country. Each is trying to build his own fortune, but all are trying to improve the fortunes of the whole people. Each is trying to elevate his ultimate standard of living, but all are elevating the standard of living of the American people.

"As long as we are guided by this sense of cooperation," this speaker said, "as long as you who sell meat and I who sell cereals can work together and live together in competition but in accord, there is no force on earth that can harm the American people or that can harm the individual American."

Government in Business

National trend toward governmental control of all business has weighed heavily on the meat packing industry. In addition to laws already on the statute books affecting all industry, meat packing is subjected to specific laws recently enacted and in prospect. These being matters of so much importance to the industry—not only in its management but in its costing problems—both new and old legislation was analyzed so far as possible by legal representatives from within and without the industry.

The "windfall tax" law, directly affecting the industry, the Robinson-Patman act affecting all industry, and amendments to the Packers and Stockyards Act introduced into the last Congress and looked for in the coming Congress, were analyzed in an effort to enlighten packers not only on their influence but as to methods of complying with their requirements. So were the provisions of the Clayton act and the Sherman anti-trust act, which have been on the statute books for years.

New Laws and More to Come

In all discussions of these legal matters there was an evidence of eagerness on the part of packers and their representatives to secure all the information possible, and of a desire to comply with the requirements to the best of their ability, but at the same time to have full legal protection of their interests.

It was a matter of considerable gratification that the code of trade practices, adopted by the industry in 1930, had already relieved the industry of many practices prohibited in the newly enacted Robinson-

Patman law. And the possibility was voiced that packers continuing to comply with this code, both in spirit and in letter, were much less likely to run afoul of the provisions of the Robinson-Patman act than operators in industries where trade practices had been under no such close supervision as has been exercised in the meat packing industry during the past six years.

Abuses in Business

While deprecating the trend toward government intervention in business brought about by the desire to control the small percentage of malefactors who may be found in some industries, one young attorney from without the meat industry pointed to some fundamentals that might be followed by industry in leading away from this trend.

He cited the need for industrial leadership in correcting obvious abuses in business; cooperation among business men through their trade associations or in other ways; and the education by business as to what business is and what it does. "This is probably of greater importance in the food processing industry than in any other," he said, "for you are the mythically and historically challenged middleman."

The fact that such educational effort would doubtless be termed propaganda was immaterial; that was just another word. In his opinion, education was the best method of "meeting and eradicating the undesirable tendency toward complicated and harassing regulation." He expressed confidence that if this were done "we shall see a diminution of and perhaps an end to the ability to arouse large groups of people against the mythical, vicious middleman." If accompanied by courageous leadership and cooperation within the limits of the anti-trust laws, it was believed that it would do a great deal toward "curbing the desire for legislative nursing of business."

Country's Largest Industry

Some idea of the importance of the meat industry as a whole is to be gained from the statement of Frank A. Hunter, chairman of the board of the Institute, when he pointed out that half the farm land of the United States is partly or wholly occupied in supplying the country's meat. The farmer's cash income from meat represents on the average nearly a fourth of his entire cash income.

Judged by the plant value of meat products, the meat industry is the largest manufacturing industry in the United States, and it supplies the American people with meat at an amazingly low cost for the service rendered.

In discussing some of the unfavorable economic situations in the industry, Mr. Hunter called atten-

tion to a matter he had spoken of at the 1935 convention—that of finding some means of eliminating the wide day-to-day fluctuation in the price of livestock—a very troublesome factor for both packer and livestock producer.

Livestock Marketing

In a country where there are millions of livestock producers who raise and market what they wish at a time that best suits their convenience, this would appear to be a very difficult thing to do, and something that Mr. Hunter recognized could not be controlled by the packing industry alone. It is a situation whose improvement would require time, but one where there appears much opportunity for actual financial aid to the livestock producer and the elimination of a troublesome factor in packinghouse management.

Influence of consumer buying power on meat demand was stressed by convention speakers. Recognition was given to the fact that the average buyer spends about the same relative percentage of the family income for meat whether times are good or whether they are bad. If that income is low, the amount spent for meat is small; if the average income is high, this fact is quickly reflected in the total amount of money spent for meat and in the increasing demand this creates.

The View Ahead

Reviewing some of the physical limitations surrounding the meat packing industry in the matter of a more limited livestock supply, of a disappearing export market, of existing and proposed legislation, and of the general influences of prosperity of all the people, President Wm. Whitfield Woods pointed to the need for the business man of today to know what is the controlling political philosophy



of the people and the political purposes of government.

The meat packing industry has been a harassed industry, he said, and it is not possible for a business to put forth its best efforts in serving the public when it is necessary for so much of its executive time to be spent in defense rather than in constructive management.

Mr. Woods cited the fact that we have just begun to realize that in its three divisions the livestock and meat industry constitutes one industry, and that we cannot waste one another's time and treat one another unjustly without hurting ourselves.

The mere fact that the industry is under different leadership with respect to its three divisions does not change the attitude of the public as to the industry in its entirety. From the viewpoint of the public the services are the same, regardless of which branch renders them. "There is nothing in this industry of which to be ashamed and so much of which to be proud," he said.

Should Read and Ponder

This review covers only a few of the outstanding facts brought out in the convention proceedings. Every part of them will bear careful reading, pondering and general application. Whether in attendance at the convention or not, some quiet hours spent in review of the proceedings as reported in the following pages will be time well spent for the livestock producer, the meat packer or the meat retailer. After he has done this each will wish to preserve his Convention Issue of THE NATIONAL PROVISIONER as a reference file in the months and years to come.

Tested Leadership

Officers and directors of the Institute of American Meat Packers for the coming year, elected at the 31st annual convention:

Chairman of the Board—FRANK A. HUNTER, Hunter Packing Co., East St. Louis, Ill.

President—WM. WHITFIELD WOODS, Institute of American Meat Packers, Chicago.

Vice-Chairmen—E. A. CUDAHY, JR., Cudahy Packing Co., Chicago; JAY C. HORMEL, Geo. A. Hormel & Co., Austin, Minn.; CHESTER G. NEWCOMB, Lake Erie Provision Co., Cleveland, Ohio; WILLIAM F. SCHLUEDERBERG, Wm. Schluderberg-T. J. Kурдле Co., Baltimore, Md.; GEO. A. SCHMIDT, Stahl-Meyer, Inc., New York City; V. D. SKIPWORTH, Adolf Gobel, Inc., Brooklyn, N. Y.

Treasurer—H. HAROLD MEYER, H. H. Meyer Packing Co., Cincinnati, Ohio.

Directors (3-year term)—E. C. ANDREWS, Jacob Dold Packing Co., Buffalo, N. Y.; CURTIS B. CROSS, Valley Packing Co., Salem, Ore.; F. A. DANIELSON, Carstens Packing Co., Tacoma, Wash.; L. W. KAHN, E. Kahn's Sons Co., Cincinnati, Ohio; W. R. SINCLAIR, Kingan & Co., Indianapolis, Ind.; G. F. SWIFT, Swift & Company, Chicago; G. L. CHILDRESS, Houston Packing Co., Houston, Tex.

Directors (2-year term)—R. H. CABELL, Armour and Company; FRANK KOHRS, Kohrs Packing Co., Davenport, Iowa; D. R. HOWLAND, Miller & Hart, Chicago; W. E. FELIN, John J. Felin & Co., Philadelphia, Pa.; T. HENRY FOSTER, John Morrell & Co., Ottumwa, Iowa; G. W. BIRRELL, Ch. Kunzler Co., Lancaster, Pa.; ROBERT SWANSTON, C. Swanston & Sons, Sacramento, Calif.

Directors (1-year term)—T. P. BRESLIN, Standard Packing Co., Los Angeles, Calif.; P. E. TOVREA, Tovrea Packing Co., Phoenix, Ariz.; JOHN W. RATH, Rath Packing Co., Waterloo, Iowa; OSCAR G. MAYER, Oscar Mayer & Co., Chicago; FRED M. TOBIN, Rochester Packing Co., Rochester, N. Y.; SAMUEL SLOTKIN, Hygrade Food Products Corporation, New York City; THOMAS E. WILSON, Wilson & Co., Chicago.

Executive Committee—R. H. CABELL, E. A. CUDAHY, JR., FRANK A. HUNTER, W. R. SINCLAIR, OSCAR G. MAYER, JOHN W. RATH, GEO. A. SCHMIDT, G. F. SWIFT, THOMAS E. WILSON and WM. WHITFIELD WOODS.

Institute Plan Commission—THOMAS E. WILSON, chairman.

● Official report of convention proceedings, section meetings, exhibits and all other activities will be found on following pages

See last page for Editorial Index

PROCEEDINGS OF THE CONVENTION

First Session

Monday, October 12, 1936.

OPENING session of the 31st annual convention of the Institute of American Meat Packers, held at the Blackstone Hotel, Chicago, Illinois, convened at 10:10 a.m., Frank A. Hunter, chairman of the board of directors, presiding.

CHAIRMAN HUNTER: In contemplating this large group of packers gathered here, I think it worth while to point out that, no matter how ably a trade association is manned and how vigorously it functions, its usefulness is limited, to a certain extent, by the degree to which members participate in the association's activities, and work together for the common good.

I have been very much impressed by what I have seen as chairman of the board of directors of your Institute. On the one hand, I have seen a broad and valuable program of service offered to members. On the other, I have seen noteworthy utilization by members of these services and a broad participation by them in Institute activities.

Program of the Institute is very comprehensive. Its activities really are tremendous in scope, and many are the services and benefits available to members. I can illustrate the breadth of its activities in a measure by telling you that I came to Chicago recently to attend a morning meeting at the Institute. This had to do with relations with producers of livestock. I stayed to attend a meeting in the afternoon having to do with relations with retailers of meat.

It seems to me that developments of last few years have pretty well demonstrated the soundness and value of trade associations. It has in our own industry, at least in my opinion. As a member of many years standing, I do not recall any time when the Institute's services have been more helpful.

Processing Tax Facts

During the past year virtually every member looked to the Institute for latest information on the processing tax situation—and received by telegraph, telephone and bulletin invaluable information that was right up to the minute. More information on this general subject will be available during this convention.

The Institute and its members really performed a masterful job, in the face of much prejudice and belching of issues, in bringing to public attention facts about the processing tax situation. The decision of the Supreme Court, holding the tax illegal, saved scores of companies from bankruptcy. The success of efforts to wrest from packers what had been put in escrow pending outcome of suits, would have driven

many such companies out of existence. The presentation of the Institute last May before the Senate Committee on Finance was commended by the Democratic chairman of that committee notwithstanding the bill was a measure endorsed by the Administration and the Institute's presentation was adversely critical. The bill was much modified by the committee.

I really think information and counsel on subjects of this sort issued by the Institute during the last year has been invaluable. I also feel all members owe a debt of gratitude to those whose efforts were responsible, including, in addition to the staff, the legal and

of that department, Henry D. Tefft, stands ready at all times to offer advice and counsel on any problems.

The Department of Scientific Research offers at all times latest information for combating problems of product control involving chemistry or bacteriology. This department, under Dr. W. Lee Lewis' direction, has continued with beneficial results, its investigation of lard at the research laboratory of the Institute, founded by Thomas E. Wilson at the University of Chicago. These research activities were discussed at some length in the sectional meetings.

Departments Active

The Department of Live Stock, under direction of Homer Davison, is constantly participating in projects designed to improve livestock production. It attempts at all times to promote closer cooperation between livestock producers and the packing industry. It also works with important Institute committees on distribution problems of hides, animal feeds, etc.

The Department of Organization and Accounting, headed by Howard C. Greer, is continuously offering counsel to members on accounting needs. It has developed numerous recommendations on accounting and cost-finding methods for the industry. If members take full advantage of these services they will find them helpful as a means of saving money in the operation of their plants.

You all are familiar with the work done by the Department of Marketing. Mr. Greer, director, and George M. Lewis, associate director, have done a fine job developing and issuing statistics and information of great value.

And I notice that the relatively new sausage division of the Institute has been responsible for much interesting material on sausage.

From the viewpoint of public relations, the year has been most active. The Institute's Department of Public Relations and Trade, headed by Wesley Hardenbergh, has issued much valuable material, in addition to correcting misinformation. If you have not seen the Reference Book compiled by that department, I urge you to get a copy promptly.

New Branch Office

Since the convention last year, the Institute has opened a branch office at Seattle. John H. Moninger, formerly of the Department of Public Relations and Trade, has been made director of that office. From all indications, members in that area are finding the services of this new branch distinctly valuable.

The other branch offices in Washington, New York, San Francisco, and Los Angeles, under direction of Messrs. Draper, Dudley, Jones, Forbes, and Newcomb, have been carrying on their



CHAIRMAN HUNTER OPENS UP
Frank A. Hunter, chairman of the board,
sounds the key-note.

accounting committees, many individual members and their attorneys, and members of your board of directors.

Institute Services

Most of you have had contact with a few, or probably all, of the departments of the Institute. You probably have found occasion to call upon some of them for help. In doing this you have become acquainted with their services. For instance, you undoubtedly have discovered that the Department of Purchasing Practice, of which Harry L. Osman is director, can make available to you prices in packinghouse equipment and supplies lower, in most cases, than you could procure independently. If you have not become acquainted with the help offered by this department, I believe it well worth your while to inquire as to its services and methods.

Perhaps, if you have had serious problems in the operating division of your business, you will find available much information you desire from the Institute's Department of Packinghouse Practice and Research. The director

good work and have been of immense help in furthering good will and the interests of the packing industry.

I also want to say a word about the code of trade practices of the American meat packing industry. For nearly 6 years it has functioned successfully and continues to be an active, vital force in guiding trade practices of the industry and shaping them toward more constructive ends. It not only is observed by those immediately concerned with practices which are questioned, but the practice of submitting for approval in advance any proposed practice which seems in any way doubtful is growing.

The code of trade practices has become, in effect, as much a part of our industry as have regulations of the B. A. I. to those companies under its jurisdiction.

Industry Earnings Small

I could go on and give you much further detail about what the Institute can do for its members. However, I think most of you are familiar through use with the services available. If, however, any member is not fully acquainted with those services, I strongly urge him to spend a day at Institute headquarters. He will find it is time well and profitably spent.

I would like to fuss a little about conditions in our industry. We see much evidence of recovery. This is not uniform in all industries, but generally indices of business show great strides toward normal conditions. Many industries show earnings never before reached. How sound this recovery is may be subject to question, but the fact is, it is here.

Can we say as much for the packing industry? In fairness, I think the answer must be "No." Return on capital invested in meat packing makes a sorry showing compared to the return on capital invested in many other industries. Can we even expect with confidence to maintain the relatively poor earnings of the last two years?

I believe an analysis of earnings recorded the past two years among meat packers will show that inventory enhancements accounts for the greater part of reported earnings. Heavy stocks, accumulated at the depression low level of prices and peddled out at higher prices resulting from a scarcity caused by production control measures and drouth, netted a nice profit to holders. But a profit of this kind is not recurring. Nor is it the kind of profit on which a great industry can rest with security.

Accounting Methods Questioned

Any commodity price rise is due to some important change in demand or supply. The price rise just mentioned was due to a reduced supply. The higher price, naturally attractive to producers, set in motion plans for increased livestock production. The result is now seen. It has already reduced pork 3 to 6c a lb.

Under these conditions, of course, we

have the inventory factor in our year's operation. The result we contemplate with a headache instead of a smile. We must remember that what goes up must come down. We have no right to rate an inventory enhancement as profit, because prices run in cycles. It is only a matter of time until an enhancement turns into a decline.

One of our successful member companies has recognized this principle in its accounting. Our business would do much better if the practice were followed generally. If what I have stated heretofore is true, or largely true, then it is clear, if we expect to make any money, that we have to do it on sales.

Whenever I talk with my friends in other industries concerning their businesses and mine, it has very frequently been maddening to me to realize that when they make a sale they make a profit. They cannot understand, and often frankly disbelieve, that meat packers many times sell goods knowing full well they are losing money.

Profits and Practices

These same friends say: "Well, why do you sell at a loss?" I give them the same old reasons—that our goods are perishable and must be moved; that so-and-so gets stuck with a big stock, gets sore at a competitor, or becomes worried because his sausage volume is off, and cuts several cents off his prices with the idea he is helping himself. I assure you that nearly everyone outside of our industry thinks packers make a profit on every sale. I do not have to tell you they do not.

We are the largest industry in the country. We supply one of the prime necessities of life. We are one of the most important economic bonds between two great classes of America's population—farmer-producer and consumer. It cannot but seem to me that an industry with such a favorable position should be the most stable in its earning power.

When I think of the millions of farmers who, as a class, have hogs and cattle to sell us every day, and of the legion of consumers who need daily to eat, I find it hard to understand why the packer, the agent of both of these millions, cannot be assured a reasonable commission for his services.

To my mind we are definitely behind the times. We are grossly guilty of poor management. We are often unintentionally unfair to producer and consumer. And we compete unfairly with each other as long as we do not demand a price which returns a reasonable commission for the service we perform. If this indictment seems harsh, it is intended, at least, to be friendly.

Costs Increasing

I think part of our poor selling is due to costs that have crept into our business without our taking them fully into consideration. Let us not forget that labor and supplies have advanced 50 to 60 per cent. We are paying a con-

sumer's sales tax on coal and electric current. New laws and regulations require expenses for traveling and legal advice to try to understand them. The Interstate Commerce Commission has reduced our mileage earnings on refrigerator cars and made permanent emergency freight rate increases on our products. It has also increased transit icing charges and services.

Taxes of all kinds and of new kinds are constantly being added to our costs. These, and innumerable other increased new expenses, are a dangerous threat to our old standards of selling margins. We must pass them on, these added costs, and not absorb them. These new expenses are not to be considered as something temporary and transient. They should be reckoned with as permanent and growing.

Insisting, as I have, that we demand a price which will return us a profit and that we demand it every day; condemning our industry, as I have, for allowing its profits to be speculative instead of stable and sure, I would like to restate a suggestion made in my address last year and which still seems to me to have merit. It would go far, I think, toward reducing speculation.

Wide Price Swings Unhealthy

The suggestion was that we attempt to correct wide fluctuation in prices of livestock from day to day. Since the war these day-to-day prices have fluctuated by utterly ridiculous amounts. Before the war markets used to be re-

PLEASED WITH RESULTS

1.—Vice president W. F. Price and president E. C. Andrews of Dold talk it over with vice president W. S. Clithero of Armour.

2.—E. F. Forbes of San Francisco, vice president Benson and Col. Ed Wentworth of Armour listen to M. Gordon of Seattle expound on beef.

3.—A. D. White congratulates Frank Hunter on his re-election as board chairman.

4.—Chemists conspire. Paul P. Aldrich of Miller & Hart and V. R. Rupp of King & Co. check up on points.

5.—Norman Draper, the Institute's Washington field general; his assistant, Bill Gillam, and vice president Wesley Hardenbergh.

6.—Harry Osman is pleased with exhibit results, with June Malcom and Doris Potter of the Institute staff to agree.

7.—G. C. Shepard talks over old times with Dr. John R. Mohler.

8.—President Woods and Jay Hormel are happy.

9.—Floyd Forbes, cattleman Chris Abbott and George Lewis summarize the situation.

10.—Esther Evers, Frances McMahan and Betty Walsh ready to check out.





EDUCATION AS THE INDUSTRY FOUNDATION

Wm. Moran, James Henry Packing Co., Seattle, Wash., seeks from Mrs. Eva A. Sutherland of the Institute of Meat Packing information on the educational material offered to students in the industry.

ported as steady, firm, active, or steady to $2\frac{1}{2}$ c higher, or in extreme cases, 5c higher. Today they are steady, 10 to 15c higher, 25c higher, or in extreme cases, 50c higher, and in smaller stock even 50c to \$1.00 higher.

Reduced receipts causing these price changes are usually due to weather conditions making roads inaccessible for a few days. When roads are opened, receipts increase and prices are slaughtered in the same manner as they were advanced. The net result is that everybody is sore, and everybody blames the packers. We would take lots of strain off our public relations if this matter were handled more rationally.

I think all departments of the meat industry from producer, through processor, to wholesale and retail meat dealers would welcome such a change. It is the essence of orderly marketing which is the dream and desire of the livestock producers.

A National Industry

I realize fully prices must change, but it is the degree of change to which I object. I further realize it is a matter which we packers cannot change by ourselves. But I do think it is a matter which is vital to us, and that it should be carefully studied with a view to bringing it before the livestock interests for their consideration and co-operation.

These are changing times. I have expressed to you some thoughts, possibly to attract the thoughts of others to changes which have come and can come in our industry. In closing, I want

to mention a few new general statistics which have been compiled concerning our industry.

Half the farm land of the United States is partly or wholly occupied in supplying the country's meat, and the farmers' cash income from meat represents, on the average, nearly a fourth of their entire cash income.

The meat packing industry, as judged by plant value of its products, is the largest manufacturing industry in the United States as a whole. In eight different states it also ranks first in value of output. Although Illinois leads in the volume of meat packing, it has fewer packing establishments than Pennsylvania, Ohio, or New York and produces only about one-fifth of the country's packinghouse products. Meat packing is truly a national industry.

Packers' Profits Small

There are more meat animals in the United States than human beings, and number of meat animals dressed per year is about nine-tenths as large, on the average, as the number of people to consume them.

It is a tribute to our standard of living that, though comprising less than one-sixteenth of the world's population, the people of the United States eat about a fourth of all the meat consumed.

And this meat is supplied to the American consumer at amazingly low cost. The packing industry, on the average, makes a profit of only 11c for handling 100 lbs. of livestock, or 17c per 100 lbs. of meat produced.

Our industry, any way you measure it, is truly a great industry.

The next speaker scarcely needs an introduction. His remarks are always eagerly anticipated. They will furnish the basis, I think, for most of the calculation that is done on the meat supply during the year. It is a great pleasure to introduce to you C. L. Harlan, Agricultural Statistician, U. S. Department of Agriculture, who will discuss "The Outlook for Supplies of Livestock."

The Livestock Outlook

MR. HARLAN: In future years historians of American agriculture will find the decade from 1930 to 1940 one of the most interesting 10-year periods in the agricultural annals of this country.

The history of the first half of this decade will be mostly concerned with the great depression—drastic declines in prices of farm products, unprecedented fall in agricultural values, threatened bankruptcy of a large proportion of farm operators, widespread unrest, inconsistent demands for relief measures from both state and federal authorities, various relief measures adopted culminating in the Agricultural Adjustment Act, which undertook to raise farm prices by curtailing production and to pay farmers for making such curtailments.

The history of the second 5 years, however, will be more concerned with the results of Nature's method of reducing surpluses and raising prices through the drouths of 1934 and 1936, the most widespread and most disastrous in their effects on agricultural production of all drouths on record in the United States and the only time on record when one widespread drouth was followed within so short a period by another of almost equal severity.

And since it is of those cases where the future will never show whether the judgment was right or wrong, the opinion may be expressed that the effects of these drouths on the course of American agricultural development will be more lasting than would have been those of the effort artificially to curtail production had it been possible to have continued this program as originally undertaken.

This may seem a rather devious and obscure approach to the subject that I have been asked to discuss. Its pertinence, however, may become apparent if I explain that three or even two years ago any discussion of the livestock situation would have devoted considerable time to the effects, actual and probable, of actions taken or proposed to control livestock production under the Agricultural Adjustment Act.

Effects of Drouth

My discussion today, on the other hand, will be, to a considerable extent, an attempt to appraise the short and longer time effects of the 1936 drouth

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on the trends of livestock production and of supplies of livestock for slaughter. For there can be little doubt that the drouth of 1936 (as did the 1934 drouth) will change trends of livestock production and resulting meat supplies during the next few years from what they otherwise would have been.

Had feed production in 1936 been fairly normal and should no adverse crop and range conditions develop in 1937 and 1938, trend of livestock production would have continued upward for several years. This upward trend would have been reflected in increased livestock slaughter which would have brought per capita production of meat back to something like the 5-year (1930-1934) average. But this year's drouth will have the effect of making short-lived the recovery in production that started in 1935, as the effects of the 1934 drouth wore away, and will extend by two years at least the period of time when meat supplies will be definitely short as measured by average supplies during the 5 or 10 years preceding 1935.

The drouth this year affected much more seriously the production of feed grains than it did the production of hay and forage crops and roughage. Hence its effects on livestock production will be most noticeable on those kinds with which feed grains are the most important factors in production, hogs and grain-finished cattle. As between these two kinds, the longer time effects will be on hog production, since the actual number produced will be reduced next year and increased production will not be evidenced in increased slaughter supplies until a year after feed production approaches normal. In the case of grain-finished cattle, an increased supply can be expected by the end of next year if corn crop of 1937 should be average.

Hog Supplies

Hog slaughter, in head, during the 1936-37 marketing year that began October 1 will be substantially larger than in either the 1935-36 year, recently ended, or in the 1934-35 year. Slaughter under federal inspection in the 1935-36 year, 31,039,000 head, was but little different from the 30,680,000 head slaughtered in the 1934-35 year, but total live and dressed weight of the 1935-36 slaughter was considerably larger, as a result of the increase in average weights per head from 220 lbs. to about 232 lbs. The average slaughter for the 5 years, 1929-30 to 1933-34, was 45,354,000 head.

How many more hogs will be slaughtered in federally inspected plants during the current marketing year than in 1935-36 year will depend to a considerable extent upon final outcome of fall pig crop of this year. The 1936 spring pig crop for the whole country was estimated at 41,884,000 head, an increase of about 9,000,000 head or 29 per cent, over spring crop of 1935. In the Corn Belt increase was about 7,600,000 head, or 32 per cent. Despite the sharp increase this year, crop was 20

per cent below average of 1932 and 1933.

When the pig crop report was issued in June, there was every reason to expect an increase in the fall pig crop of this year over that of last year. Hog prices were at a fairly high level and the hog-corn ratio was quite favorable for hog production. The report forecast a probable increase of 14 per cent in number of sows to farrow this fall over number in the fall of 1935, which would have given an increase of 47 per cent over fall of 1934. But within a few weeks after report was issued, the picture was entirely changed.

Hog Prospects Dwindle

The prospect for an average or better corn crop dwindled rapidly as the drouth, which started in the northern plains area in the late spring, spread in July and August to the East and South until it devastated the corn crop over most of the Corn Belt area west of the Mississippi River and greatly decreased corn prospects in the Eastern corn belt and in all of the other states east of the Rocky Mountains.



LIVESTOCK SUPPLIES

C. L. Harlan, principal agricultural statistician of the B.A.E., tells packers what they may expect.

As corn prospects declined, prices advanced, and the hog-corn price ratio shifted from a favorable to a distinctly unfavorable one for hog production, although hog prices made a substantial advance during the summer months. As hog raisers over an ever expanding area saw their corn crops destroyed they began to adjust their hog numbers to the changed situation. The first move was to dispose of brood sows they had intended to keep for fall farrowing and of all other hogs that could be quickly finished for market. Run of packing sows in July, August and early September was quite large, with the proportion of sows in the slaughter the largest for this period in the 15 years of record.

Whereas in June indications as to number of hogs over 6 months of age

on farms, as shown by the pig report, were that inspected slaughter for the four months, June to September, would be only moderately larger this year than a year earlier, it actually turned out to be over 3,000,000 head, or about 50 per cent, larger. This additional increase in slaughter was without doubt very largely a result of the heavy marketing of sows originally intended for fall farrowing, especially from the western corn belt and from areas elsewhere where the corn crop was seriously injured. Neither how many of such sows were marketed nor what effect this heavy liquidation will have on fall farrowings are known. It seems fairly certain, however, that number of sows to farrow this fall will be substantially smaller than number farrowed in 1935, although probably not so small as the number in the fall of 1934.

The sharpest reduction will be in the western corn belt, and it hardly seems probable that the reductions there will be offset to any considerable extent by increases elsewhere, although increases in some states are not unlikely. A survey by one of the large packers, made early in September, indicated a decrease from last year of about 18 per cent in number of sows to farrow this fall in the Corn Belt. In other years in which similar surveys have been made by this company the direction of changes in fall farrowings has been in agreement with those shown by the December pig report of the Department and amount of change has fairly well agreed.

Larger Supplies in 1936

Hence, I think we can safely assume that the increase of 9,000,000 head in the spring pig crop of this year over last will be offset to some extent by a decrease in the fall pig crop, but that the total pig crop will be larger this year than in either 1935 or 1934. The seasonal distribution of hog slaughter during the 1936-37 marketing year will differ markedly from that of the 1935-36 year, and will be similar in general pattern to that of 1934-35 and of other years of short corn crops and unfavorable hog-corn price ratios.

Slaughter during the first 3 months, October to December, will be a relatively large proportion of the total for the year and of the first half of the year. In actual heads it will be much larger than in 1935 and probably not greatly different from slaughter in 1934. In most years, slaughter in the second quarter, January to March, is not greatly different from that during the first quarter. This year, as in the 1934-35 year, it will probably be much smaller than during the first quarter.

Slaughter during the second half of the year will be a smaller than usual proportion of total yearly slaughter and much smaller than proportion in the 1935-36 year. Slaughter from July to September next year may not be much larger than in those months in 1935.

Average weight of hogs slaughtered during both first and second quarters of 1936-37 will be considerably smaller



than in the corresponding periods of the preceding year, with largest difference during first quarter. During balance of year, difference will be less marked and for marketing year as a whole, average weights may be less than in 1934-35, depending somewhat upon character of coming winter and trend of feed grain prices. My present guess—and it is only a guess—is that inspected slaughter in the 1936-37 year will be around 36,000,000 head and the average weight around 220 lbs. or about 10 lbs. below the preceding year.

So much for supplies in 1936-37. What about the following year and the year after that? Most of the indications at present point to a considerably smaller spring pig crop in 1937 than in 1936, but probably not so small as the very small crop of 1935. The present unfavorable hog-corn price ratio will probably become increasingly unfavorable for hog production for most of remainder of this year, since seasonal decrease in hog prices is quite likely to be relatively greater than the seasonal decrease in cash corn prices.

In view of this unfavorable ratio, coupled with the marked scarcity of corn and other feed grains over a large part of the Corn Belt, with many areas dependent upon shipped-in supplies, the natural result to be expected is a decrease in breeding for spring litters next year. But if prospects for the 1937 corn crop are favorable next summer, a sharp increase in fall farrowings, similar to that in fall of 1935, is also to be expected. However, any probable increase in the fall will not offset decrease in the spring, and total pig crop of 1937 will be smaller than that of 1936.

Assuming then that corn production in 1937 will be average, which would give a supply entirely adequate to support a largely increased hog production, there is every reason to expect that other conditions—especially the hog-corn price ratio—will encourage an increase. How much of an increase would take place can hardly be forecast now, but it would be fairly safe to assume that the combined pig crops in 1938 would be as large, and probably larger, than those of the year 1936.

Another increase in 1939 is also to be expected if the 1938 corn crop should also be average, so it is possible that by the marketing year 1939-40, inspected slaughter of hogs may again reach a volume fairly comparable with the average from 1930 to 1934, or about

SOLO STARS

- 1.—J. S. Scala, Scala Packing Co., Utica, N. Y.
- 2.—L. L. Duncan, supt., Krey Packing Co., St. Louis.
- 3.—Wilbur Jones, gen. mgr., Carl A. Weitz Co., Boston.
- 4.—R. R. Klauke, sales mgr., Krey Packing Co., St. Louis.
- 5.—John T. Agar, vice pres., Agar Packing & Provision Co., Chicago.

(Photos TeePak News.)

45,000,000 head. Such a slaughter would give a per capita supply of hog products for domestic consumption not greatly different from the average for the 10 years 1925 to 1934, assuming that there is no material increase in the export movement of hog products over the small exports of the last 2 years. The increase in population would largely offset the larger proportion of the total products going to domestic consumers, but with the per capita supply of pork smaller and that of lard larger.

Cattle Supplies

With present conditions pointing rather definitely to a small slaughter supply of hogs for the next 3 years, and with hogs making up on the average about 49 per cent of the total live weight of livestock slaughtered under federal inspection, total live weight of all slaughter will be correspondingly reduced, unless slaughter of other classes of livestock should increase sufficiently to offset the prospective small slaughter of hogs. Since the live weight of cattle slaughtered makes up about 41 per cent of the total, it is obvious that such increase would have to be largely in cattle. Hence consideration of the cattle situation seems next in order.

The packing industry, with a large investment in processing and distribution facilities, is necessarily interested in physical volume, since the most efficient operation of these facilities involves a total volume of products fairly closely related to this capacity. It is, hence, a matter of particular interest to most packers whether there is a likelihood that slaughter supplies of other livestock, especially cattle, will largely offset the probable decrease in the sup-

plies of hogs during the next few years.

My own opinion is that there is little chance that the decrease in live weight of hogs slaughtered will be offset by an increase in live weight of other kind of livestock. It is true that over the period from 1923 to 1934 there was a small variation in the total live weight of all slaughter under federal inspection, decreases in slaughter of one kind tending to be offset by increases in other kinds.

In 1935, however, there was a sharp decrease in total live weight, the relatively heavy slaughter of cattle, calves and sheep not being sufficient to offset the heavy decrease in hogs. Total for the calendar year 1935 was only 17.3 billion pounds compared with an average of 21.2 billion for the 1923 to 1934 period and with 19.8 billion for the smallest year during that period.

Total live weight of slaughter in 1936 will be much larger than in 1935 as a result of increased slaughter of all kinds except sheep. Slaughter of both cattle and calves in 1936 promises to be either the largest or second largest on record, and total of the two, in head, the largest on record. (In these comparisons government slaughter of all species in 1933, 1934, and 1935 is not included.) Hog slaughter for calendar year 1936 will be materially larger than in 1935 but still much below average. Total live weight of all slaughter in 1936 will be only about 5 per cent below the 11-year average.

Drought Cuts Cattle Kill

For the first 9 months of 1936 cattle slaughter of about 7,800,000 head was the second largest on record, and calf slaughter of 4,500,000 head was the second largest. Slaughter of both during the last 3 months of 1936 is expected to continue heavy, although the increase over a year earlier may not be so great as during the preceding 3 months. To some extent this heavy slaughter this year was caused by the drought, although it would have been large had feed conditions been fairly normal.

Of the total inspected slaughter of cattle and calves in 1936—estimated at about 17,500,000 head—possibly 1,500,000 head can be ascribed to forced marketings from drought states. In other words, inspected slaughter of cattle and calves in 1936 would have been about 16,000,000 head had there been

no drought, and this would have been about equal to the largest commercial slaughter, in head, on record.

Had there been such an inspected slaughter and had there been about the usual relationship of inspected slaughter to total slaughter, cattle numbers on January 1, 1937 would have been but little different from a year earlier. Although it is a little early to forecast probable change in numbers during 1936, it is probable that there will be a decrease corresponding roughly to the excess of inspected slaughter over 16,000,000 head.

If weather conditions are fairly favorable during the next 3 years, and no important cattle area is devastated with drought it seems probable that in none of these years will inspected slaughter of either cattle or calves reach the total, in head, that now seems certain for 1936 or even that of 1935. With the outlook for cattle production during these years rather favorable, and with cattle numbers greatly reduced in a number of important cattle-producing states as a result of the 1936 and 1934 droughts, tendency will be for cattle numbers to increase.

This increase can take place only if slaughter (and other disappearance) is less than the natural increase, supplemented by such imports as may take place. And as above indicated, a total slaughter which would hold numbers fairly stable would be reflected in an inspected slaughter of cattle and calves of about 16,000,000 head.

Fewer Cattle in 1937

From the shorter time point of view it is expected that supply of grain-finished cattle during the next 12 months will be markedly smaller than during the last 12 months. With a total supply of corn from this year's production and carryover smaller than in 1934, and with hog prices in prospect materially higher than during the fall and winter of 1934-35 and with hog numbers larger than at this time 2 years ago, it seems certain that amount of corn and other feed grains available for feeding of cattle will be no larger than the amount that was utilized for this purpose in the feeding season of 1934-35, and it may be smaller. Compared with 1936, number of cattle available for slaughter in 1937 is expected to be not only smaller in number, but also of decidedly poorer average quality and lighter average weight.

This decreased supply of fed cattle will become evident within the next month and will become increasingly so during the first 9 months of 1937, with the largest relative decrease probable in the summer months. Slaughter of other cattle during the first quarter of 1937 will be influenced somewhat by character of the winter. Although supplies of hay and roughage are much larger than they were at this time in 1934, it should be kept in mind that supplies at that time would have been entirely inadequate for wintering livestock

in 1934 drought area had the winter been of even average severity.

At the present time feed supplies generally are no more than sufficient for an average winter and are less than sufficient for such a winter over considerable areas. Should winter of 1936-37 be a hard one, especially should there be a heavy and long continued snow cover over the drought states, there is quite likely to be a continuing heavy movement of cattle from these states all through the winter and early spring.

Sheep and Lamb Supplies

Trend of lamb and sheep slaughter during next few years can be forecast with less confidence than can that of other classes. Total live weight of such slaughter constitutes only a relatively small proportion of total live weight of all livestock slaughtered, averaging, from 1921 to 1934, 5.7 per cent, but increasing rather steadily over this period and in 1935 amounting to 8.7 per cent. During the 5 years, 1930 to 1934, there was relatively little change in the yearly live weight, except for a decrease in 1934, excluding government slaughter.

Trend of sheep numbers and lamb production during the next few years in the western sheep states will be influenced to a considerable extent by grazing policies followed in the administration of the public domain brought into grazing districts under the Taylor Grazing Act. If in actual practice an improvement in the condition of the ranges on the public domain is to be brought about, a decrease in the number of livestock, especially of sheep, using these ranges will result.

While there might be some shift to sheep in other areas in the Western states, there seems little likelihood of

any increase in sheep numbers in these states and a decrease would be more probable. With little change in stock sheep numbers during the next few years, slaughter will depend largely upon size of lamb crop, which will in turn be influenced by weather conditions. So far as can now be foreseen no material change in the actual live weight of sheep and lamb slaughter seems likely in the next few years, although there may be seasonal changes from year to year.

The shorter time outlook for slaughter supplies is as yet uncertain. With a larger lamb crop this year than last, but with total inspected slaughter of this year's lambs to October 1 somewhat smaller than the slaughter of 1935 lambs to October 1, last year, a larger slaughter from October 1 to next May than a year earlier seems probable. Whether this increase will come before the end of the year or early in 1937 is rather uncertain.

Livestock Weights

In discussing the livestock supply situation up to now it has been in terms of number of head or of live weight. It should be pointed out, however, that changes in total live weight of slaughter resulting from varying changes in number of different species slaughtered will not result in a corresponding change in the dressed weight, and the change in the retail weight or consumption weight will be different still. This arises from the fact, familiar to all of you, that there is a material variation among different kinds of livestock in proportion that dressed weight is of the live weight and in proportion of carcass or dressed weight that goes over the retailer's counter for food consumption.



PICTURES THE SUPPLY SITUATION

Geo. M. Lewis, Institute marketing expert, tells the meeting of the facts on livestock supplies.

Since dressed weight of hogs is a much larger proportion of the live weight than is the case with cattle, calves or sheep, it follows that a given percentage decrease in the proportion of hogs in the total live weight will result in a larger decrease in the proportion of the dressed weight. This disproportion is further increased in terms of retail or consumption weight.

If it is assumed, for example, that live weight of hogs during next two years will average 20 per cent below the average from 1929 to 1933, this could be offset in terms of live weight by a corresponding increase in the slaughter of other kinds. But in terms of dressed weight it would require a considerably larger increase in the live weight of other classes to offset the decrease, and in terms of retail weight a further increase would be needed.

This situation can be plainly shown by charting the average proportion that each kind of livestock slaughtered is of the total slaughter on a live weight, dressed weight, and retail weight basis. Such a comparison shows proportion of hogs increasing from 49.0 to 57.8 to 61.4 and of cattle decreasing from 41.2 to 34.3 to 30.5.

This situation is of considerable importance when an attempt is made to appraise probable shifts in livestock production among different species that may result from shifts in crop acreages from intensive to extensive uses. For example, total live weight of livestock slaughtered might be increased 4 per cent (on the basis of average live weight distribution over a period of years) by decreasing live weight of hogs by 10 per

cent and increasing live weight of cattle by 23 per cent, with no change in the live weight of calves and sheep, and there would be little change in the retail carcass weight.

It is apparent, then, that volume means something different at various stages in the channels of processing and distribution of livestock. Live weight volume may show little change, but if there is a sharp decrease in hogs, made up by a corresponding increase in cattle, dressed weight volume will be less and amount available for consumption still smaller.

Smaller Meat Supply Probable

If then we are facing three years of prospective short supplies of hogs and there is little likelihood of this shortage being offset even on a live weight basis by increased slaughter of other livestock, the situation becomes even more serious when it is considered from the point of view of the amount of total meat available for retail distribution or for domestic consumption.

From the point of view of total supplies of meat for consumption, there is no reason for producers of any kind of livestock to fear an oversupply during the next few years—oversupply being here used in the sense of a volume large in relation to the average over a period of years or as a per capita volume in relation to an average per capita. In contrast with the situation during most of the first 5 years of the 1930-40 decade, when the livestock situation was largely vocalized by complaining producers suffering from low prices of livestock, the last half of the decade seems likely to be

vocalized by consumers complaining of the short supplies and high prices of meat.

Demand and Prices

Although the subject assigned to me has to do with the supply situation, perhaps some reference to price developments, past and prospective, and relation of these prices to supplies on the one hand and demand on the other, may not be out of place. One point I would like to emphasize—one that the experience of the last few years has tended to bring out clearly—is the relatively much greater importance of demand as a factor in determining livestock prices than is supply. Demand as here used is the amount of money consumers have available for expenditure, or the amount of consumer incomes.

Studies made in the Department and elsewhere show that amount of money consumers will spend for meat is closely tied up with total amount of consumers' incomes. In general consumers tend to spend a fairly fixed proportion of their incomes for meat, and this proportion does not vary greatly whether supply is large or small. Since total amount of meat produced yearly under Federal Inspection did not change greatly during the period 1923 to 1934, total yearly consumer expenditures for meat tended to change as incomes changed. Likewise total yearly amount of money paid by packers for all livestock, since it reflects what consumers will pay for meat, follows rather closely changes in consumers' incomes.

It would seem, then, that livestock producers should be more concerned with the matter of consumer income than with changes in livestock supplies, even though it can be shown that under conditions of stable income, producers will receive more for a small supply of livestock than for a large one, even if amount paid by consumers is unchanged.

If this assumption is sound, it would seem that the conclusion is justified that in appraising effects of tariffs or trade agreements on the livestock industry, effects on the general business and industry of the country, which will be reflected in consumers' incomes, should be given a heavy weight in comparison with the possible adverse effects of increased supplies of livestock resulting from increased imports. This would be true even if it could be conclusively shown that these increased imports are a direct result of the trade policy.

Although there is this close relationship between total packer payments for all livestock and consumer incomes, there is also a rather marked tendency for changes in the supply of one kind of livestock to be reflected in an inverse change in the amount paid for that particular kind of livestock. In other words, decreased supplies of hogs or cattle are usually accompanied by increased prices—if there is little change in consumer incomes—and vice versa. This would seem to indicate that there is a more or less independent consumer demand for each of the different kinds of meat which



BOOSTERS FOR THE PACKERS' PAPER

Fred Cahn, the stockinette king, and his right bower, Bob Rosenthal, study the pictorial review of THE NATIONAL PROVISIONER editorial and business staff and the work it is doing for the industry.

works within the general consumer demand for all meats.

In this connection, you may be interested in the results of a study recently made of the relationship between changes in the proportion of the different kinds of livestock in the total supply and changes in the proportion of the total packer payments for all livestock going to the different kinds. The period covered was from 1921 to 1935.

Packer Payments for Livestock

It was found that from 1921 to 1933, there was a very consistent inverse relationship between the proportion that the live weight of each kind of livestock was of the total live weight and the proportion of the total packer payments going to each species. Specifically, when there was a decrease in the proportion that the total live weight of any one kind of animals slaughtered, cattle for example, was of the total live weight of all livestock slaughtered, then the proportion of the packer payments for all livestock which went to cattle increased; and if the proportion of live weight increased, then the proportion of payments decreased.

Since cattle and hogs make up, on the average, over 85 per cent of the total volume and total value of meat animals slaughtered, it is to be expected that changes in the proportion of volume and value of one will be inversely reflected in the other; that is, if the proportion of volume of cattle increases, the proportion of hogs decreases, and if the proportion of payments going to cattle decreases, the proportion going to hogs increases.

These comparisons in 1934 and 1935 were complicated, as to proportion of payments, by the processing tax on hogs. If to actual packer payments for hogs in 1934 is added amount of the equivalent of the processing tax of \$2.25, and total payments for all livestock are correspondingly increased, relationship between change in proportion of volume and change in proportion of payments is what would be expected from preceding years. If the equivalent of the processing tax is not included, the relationship is contrary to what could be expected.

In 1935, however, there is an entirely different situation in that both proportions of volume of and payments for cattle increased sharply and those for hogs declined sharply, even when equivalent of the processing tax is included. In this year there was a very sharp decline in the actual live weight of hog slaughter, it being only about 56 per cent of the average for the 10 years, 1924-1933. The actual live weights of cattle, calves, and sheep were much above their 10-year averages.

Packer Costs and Prices

It would seem, then, that there are exceptions to the usual rule that changes in the proportion of volume of slaughter of any species will be reflected in an inverse change in the proportion of payments for that species. Apparently a decrease in volume may be so great that



GALLERY GODS

- 1.—Bob Vissman of Louisville and Dave Madden of Knoxville.
- 2.—L. O. Alkire of Swift's and E. A. Laier of Gobel's talk sausage.
- 3.—A. J. Karp, Wilson mechanical expert, and H. D. Teft of the Institute.
- 4.—Geo. Lincoln of Los Angeles and W. E. Gelinsky of Portland, Ore.
- 5.—M. J. Brennan compliments R. J. McLaren on a fine cooler job.
- 6.—Harry Shulman and W. J. Graham, Hammond Standish & Co., experts.

resulting increase in price will not offset this in determining the proportionate distribution of packer payments. This is what happened to hogs in 1935 and to a minor degree in 1926.

In 1935 there was a sharp advance in total packer payments for all livestock, reflecting the improved consumer buying power. But actual payments for hogs (including the processing tax equivalent) were not much greater than in the preceding year, and most of this increased total payment went to other kinds, especially cattle. This resulted in a sharp advance in cattle prices to levels much above what would have been expected from the usual relationships between volume of slaughter and the index of consumer incomes.

It is not unlikely that if hog slaughter in 1935 had been materially larger, and the total live weight of all classes correspondingly larger, if the total payments by packers had been the same, the proportion (and actual amount) going to hogs would have been larger than it was and the proportion going to cattle and calves would have been smaller and the prices of these would have been considerably lower.

While complete figures for 1936 will not be available for some months, developments up to the end of September would indicate that the proportion of the live weight of hogs of the total live weight will be somewhat larger than in 1935, but much below average, and the proportion of cattle a little smaller than last year, but much above average; that total payments by packers for livestock will be considerably larger than in 1935 (and the largest since 1930) and that the proportion of the total going to hogs will be but little different from the proportion in 1935, if the equivalent of the processing tax is included that year.

It now seems highly probable that the increase in packer payments for livestock in 1936 will be considerably larger than the increase in consumer incomes, as also happened in 1935. Since the index of such payments dropped much faster from 1929 to 1933 than did the index of consumer incomes, the more rapid advance this year, following a similar advance in 1935, will tend to bring the two indexes close to their pre-depression relationship.

HIGHER PRICES PROBABLE

As previously indicated, total volume of slaughter in 1937 is expected to be much smaller than in 1936, and may not be much larger than in 1935. If consumers' income (or, in other words, demand) continues to improve through 1937, as is not unlikely, or if it is maintained at the 1936 level, and if consumers' payments for meat represent about the same proportion of their incomes in 1937 as in 1936, then payments will be for a much smaller volume with a resulting sharp increase in meat prices.

This increase will be reflected in higher prices for livestock. The average cost of all livestock to packers in 1936 will probably be about \$8.00 a hundred, which compares with \$7.62 in 1935 (not including the processing tax on hogs) or \$8.40 (if this is included). In 1933 the average was \$4.14, the lowest in recent years, and in 1929 it was \$10.54, the highest since 1921. If total packer pay-

ments for livestock in 1937 should equal those of 1936, and volume of livestock slaughtered should fall as low as in 1935, average cost per hundred would be about \$9.50. This is not, however, to be understood as a forecast of what the price will be, although there seems little doubt but that the level of livestock prices in 1937 will be substantially higher than this year.

In conclusion, the livestock situation for the next few years may be summarized as follows: For packers: a relatively small physical volume and, in 1937, a rather poor average quality; an increasingly large dollar turnover; rather keen competition. For producers: a year of high costs but increasing prices, with good prices for several years; a period more advantageous to cattle producers than to hog producers; producers east of the Mississippi River getting a larger than usual proportion of packers' payments for livestock. For consumers: smaller total supplies of meat, higher prices and larger total payment for meats; also a higher total income.

CHAIRMAN HUNTER: We will now hear "The Outlook for Meat Packing," by W. W. Shoemaker, vice president, Armour and Company.

Outlook for Meat Packing

MR. SHOEMAKER: In discussing the outlook for meat packing during the coming year we must have serious regard for the probable size of the industry's pay check. Some of our noted research authorities have uncovered what we in the packing industry have learned from experience—namely, that there is a very close relation between meat consumption and industrial payrolls. Upon that factor depends the return which the meat packing industry will probably receive for rendering what is perhaps the most essential economic service to the American consumer. Incidentally, no one has ever questioned the essential nature of our service; nor do they question the high standard of our packing house operations which involve a maximum of efficiency and a minimum of waste in operations.

However, in glancing through the past history of packers we find that, over a period of years, this industry has not received an adequate return for the service performed by it. I have before me a table taken from the Reference Book of the Meat Packing Industry prepared by the Institute of American Meat Packers. It shows the average return on investment in the meat packing industry as a whole during the past 11 years. This return averages only 3.49 per cent. The maximum annual profit during this period was only 5.81 per cent, while the minimum was not a profit at all but an actual loss of 2.14 per cent.

The packing industry as a unit does not ask for more than a fair return on the money invested in plants and other

facilities. It does deplore, however, the years when the making of a mere profit has required almost superhuman effort. Certainly in no other industry do the problems of perishability, lack of control over the production of raw materials (with the consequent lack of orderliness in marketing), and the uncertain variability of purchasing power among consumers, strike more keenly than in meat packing.

Dependence on Livestock

No other industry develops such losses from accumulation of product and deterioration of value as does the packing business. The fierceness of the competition which the members of our industry must endure and the narrowness of the gross margin on which we operate are the consequences of the

of the deficient corn crop of that year, markets were flooded with light-weight hogs during that entire packing season. Farmers marketed their brood sows in large numbers and the fall pig crop of 1934 and the spring pig crop of 1935 were drastically curtailed.

Because of forced liquidation during the winter season, summer hog supplies in 1935 were sharply reduced and we had the smallest summer slaughter in four decades, barring only the summer of 1902 when slaughter practically equalled that of 1935. The 1934 disaster to the producer reduced our operations, deprived thousands of employees within our industry of work, enhanced our overhead and operating costs and introduced speculative price movements in the major volume of the commodities we handle.

Drouth and Provision Trade

In 1936 we have a repetition of some of these factors. The slaughter of sows this last season has been large, especially in the early part of the summer. While the percentage in the total slaughter of hogs now comes somewhat nearer to normal, yet there is every reason to believe that there may be a considerable movement for a few weeks to come.

Letters from stockmen in the corn districts of Nebraska and Kansas suggest that every hog in their district is for sale because of the feed shortage. While I am inclined to believe that most farmers may try to save two or three bred sows through the winter, I am certain our coming spring pig crop will be almost as small as that of 1935, if not smaller. This will be especially damaging in the vicinity of the larger livestock markets, and I fear that plant operating overhead may stimulate false values for live hogs in relation to product throughout the coming season.

The most important results of the 1934 drouth were reflected in fat pork cuts. I see little reason why the situation should differ very much this year. Light weight hogs show a much smaller yield of fat cuts than do heavy weight hogs, consequently a larger part of available hog fat is likely to be diverted into dry salt meats and lard yields will be less.

There has been a relatively low yield of dry salt meats during the past year and reductions in dry salt meat supplies will not be as sharp for 1937 as they were in 1935. Yet if hogs are marketed at as light weights as now seem probable, distribution between heavy and light cuts of all classes will be extremely abnormal throughout the coming season. The disproportion in the heavier averages should result in a better price relationship than usual, and hog men in 1937 may again question the desirability of the so-called packer type of hog.

Fats and Oils

In 1934, the chief effect of the drouth was found in the market for fats and



MEAT PACKING OUTLOOK

Vice President W. W. Shoemaker of Armour and Company speaks for the industry.

perishability of the product which we handle.

Meat sells or spoils. May I express the hope for all meat packers that our rewards for the next 10 years will be more consistent and more nearly in line with the value of service rendered than has been the case in the past decade.

Packers cannot help but be impressed by the very great degree to which their industry is allied with the livestock situation. Mr. Harlan has just summarized admirably the livestock prospects for the coming year, but I cannot help but comment on a few things, since they have relations to our industry in degrees which he has not discussed.

It is not news to say that we will suffer from the effect of the drouth this coming packing year, but it will surely be educational for us to review the results of the drouth of 1934 in looking forward to our operations which will follow the drouth of 1936.

Two years ago shortage of grass and feedstuffs shaped the whole character of our packinghouse operations for a period of 24 months. As a direct result

year,
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oils. The drouth reduced the cotton crop and the yield of cottonseed oil to such a degree that a substantial volume of imports of foreign fats and oils became necessary in order to supply the requisite volume of cooking fats for the American consumer. Many of us who were primarily domestic manufacturers were forced to become importers in order to supply our trade.

This was an unprecedented situation. Exports of American lard in the summer of 1935 were the lowest in the history of our industry. This coming season there will be a smaller effect on vegetable oils, since the drouth has been less damaging in those sections of the country which produce our seed oils.

While the carryover of concentrated feedstuffs from 1935 into 1936 is so small as to indicate a very low lard and animal fat production, there will probably be quite a satisfactory production of vegetable oils, and lard prices will probably not advance as much as the reduction in volume would indicate. In 1934 the decline in lard production came rather sharply, but this year we are producing on so much lower a level that the change may not be very great.

For the 12 months ending in June, 1934, yield of lard was nearly 15 per cent, but for the 12 months ending June, 1936, yield has been less than 12 per cent. Our current volume is already much reduced under normal, hence we are unlikely to face as sharp a change from plenty to scarcity as occurred in the lard market of 1935. Furthermore, there are some indications that lard has made its principal gain in price.

It is reported that many outside interests have been dealing in lard ever since indications of drouth began to appear, in the apparent belief that lard prices may enjoy an advance this season paralleling what occurred in 1934. Many believe that the major part of the advance in lard prices has already taken place as a result of this activity, and it may prove difficult even to sustain the present levels.

Prospects in Beef Cattle

In 1934, the limitation of the corn crop had an important bearing on the beef situation during the fall and winter. Because of the shortage of feed supplies of all kinds, cow marketings

were unusually heavy, particularly in the lower grades. Cattle feeding was also curtailed sharply and market supplies of finished cattle during the spring and summer of 1935 were decidedly below normal. Price advances were phenomenal, and beef markets all over the United States reflected the situation as the number of buyers able to pay for quality beef became restricted.

Due to the diminished volume available for distributing houses, several that were normally marginal handlers of beef were forced temporarily to discontinue selling it. Reduced volume and raised unit costs of handling made profits difficult to obtain, despite the high price levels.

Supplies of fat cattle during the coming season will be materially affected by low corn production. Probably results will be somewhat less drastic than in 1934 and 1935, partly because of a more favorable situation with regard to roughages for cattle feeding and partly because livestock men of the United States no longer feel the element of panic which prevailed two years ago, a factor which has been largely eliminated as a result of their previous experience.

One can scarcely expect the heavy marketing of she-stock which occurred as a result of the previous drouth. On the whole, I agree with Mr. Harlan that our beef supply may show a less pronounced shortage of fat cattle and a higher average quality in the lower grade cattle than characterized the run following the last drouth. We are likely to see more uniform runs than in 1934-1935 and less disastrous unit costs in handling our beef business during the coming season.

Outlook for Cutting Losses

As we look into next year, we realize that the 1937 corn crop will influence to a major degree the number of pigs which will be farrowed next fall and a year from next spring. We can foresee our operations only in so far as we can guess at the coming corn crop. Differences of opinion among the members of our industry may well revive that bugaboo which has been with us so many years—hog cutting losses. Packers as

a whole have "paid too much for their whistle" in terms of live hogs.

This situation was accentuated in the previous drouth year, and whether it will be repeated between now and the next corn crop is a matter of vital concern to all of us. In this connection may I emphasize that our pork supplies during the rest of this year are expected to show sharp increases in comparison with last year. But, as Mr. Harlan has shown, there will probably be an equally sharp drop in the receipts after January. Since supplies in storage can be carried only a limited period, without great sacrifice in quality, it is possible to foresee conditions under which forced sales of pork products, because of age, could entirely offset other favorable factors in our outlook.

Importance of National Income

The next speaker on this program will discuss the outlook for business during the coming year. We hope that it will be favorable because the influence of business activity on the purchasing power of the consuming public is direct and decisive. The American housewife, who actually purchases most of the output of our packing houses, operates essentially on a budget basis. A certain proportion of the family income is set aside to purchase meat and other food products.

If the available supply is reduced the housewife will pay a somewhat higher price per pound if necessary, but will reduce her consumption for she resists strenuously any increase in the proportion of the family income which she will spend for meat. This means that the total amount of money which the packing industry can receive for its products depends very largely on the size of the income of the American consumer. Whatever the actual prospects may be, we must all realize that the outlook for the packing industry in any one year is dependent in a major degree on the outlook for our companion industries.

Foreign Trade

The limited volume of exports of packinghouse products still constitutes

WHY THE INSTITUTE MAKES GOOD

Staff gets ready for the convention. SEATED (left to right): Vice president Homer Davison, President Wm. Whitfield Woods, Vice president Wesley Hardenbergh. STANDING: (left to right): office manager Files; H. D. Teft, packinghouse practice; Roy Stone, legal department; H. L. Osman, purchasing practice; Esther Evers, asst. to the president; Geo. M. Lewis, markets; Dr. W. Lee Lewis, scientific research; Howard C. Greer, marketing and accounting. (Photo Tee Pak News.)



an important handicap to our industry. Those who have been identified with the business a scant 20 years remember when pork was exported at 6 to 16 times its present rate, and when 3 to 6 times as much volume of lard was sold out of this country.

As the current situation stands there is nothing encouraging for our foreign trade. Government reports show that we exported 45.7 per cent less pork and 64.3 per cent less lard in the year ending last June than during the 12 months previous. However, there have been very slight increases in the past July and August over the extremely low exports during those months in 1935, but they are still very far below the volume we have considered normal.

The principal purchasers in the export trade of our animal products, largely from packing houses, were, in order of importance at the last record: The United Kingdom, Germany, West Indies, Newfoundland and Labrador, Central American countries, Canada, Netherlands, Scandinavian countries, Spain, France, Italy, Philippines, Belgium, Spanish Africa, British Oceania.

However, the United Kingdom used more animal products than all of these other countries combined, its surplus over them being nearly 12 per cent.

Great Britain

Averaging the last 5 years, the British annual consumption of meat totals 6,833 million pounds, of which 2,210 million pounds were pork, 3,188 beef and 1,435 mutton.

Great Britain has made important attempts to increase its home production of meats. For this period about 38 per cent of the pork was home produced, while in the 5 years after the war only about 36 per cent was so produced. Before the war their production was much greater, the 5-year period beginning in 1909 showing about 43 per cent of their pig meats being grown in their own country.

In beef they have been far more successful in increasing domestic herds. Just after the war the home production of beef averaged only 43 per cent for the 5-year period, while in the last 5-year period it has slightly exceeded 58 per cent. In mutton an improvement has also been registered. After the war the average home production was about 36 per cent, while during the last 5-year period it was about 49 per cent. This increase in production, to a large extent, measures the effect of the British efforts to stimulate meat production within the United Kingdom.

Our principal opportunity for exports to Britain lies in pork and lard. During the last 5 years about 62 per cent of the pork was imported, of which approximately 10 per cent came from Empire countries, such as Canada and New Zealand, and 52 per cent from countries given quotas in 1932. I have before me a table which gives the quotas for some 11 countries, but the largest quotas are assigned to Denmark, Nether-



TAKING IT ALL IN

1.—F. A. Danielson, 50-year veteran, and his brother, C. H. Danielson.

2.—The famous "Bill" Fried and E. S. Fried, Fried & Reineman Co., Pittsburgh.

3.—Herman Sucher, Chas. Sucher Packing Co., and Oscar Focke, Wm. Focke Sons' Co., Dayton, Ohio.

lands, United States and Poland. Denmark receives permission to bring in 63½ per cent of the imported bacon from quota countries, while the Netherlands are allowed 9½ per cent, the United States 8 per cent, and Poland 7.95 per cent.

What America Can Export

For the United States, this means that the maximum we can export is approximately 90 to 95 million pounds of cured pork of all sorts. However, we have not obtained this maximum quota at any time. During the year the quotas by volume have been adjusted 3 to 5 times, in order to maintain a price level satisfactory to the producers of the United Kingdom and in line with their expected production.

In 1933 we exported to Great Britain only 71 million pounds; in 1934, only 58 million pounds, and in 1935 less than 50 million pounds. So far this year our exports have been approximately 25 per cent less than in 1935.

Prospects for larger and more profitable exports under the quota were not favorable at last report. While in mid-summer Ireland had 9 per cent fewer hogs than a year ago and Great Britain

about 1 per cent fewer, hog supplies on the Continent have been increasing markedly. Denmark shows an increase of nearly 10 per cent in hogs on farms and a further expansion in hog numbers is now under way in The Netherlands. Both of these are quota countries, and although they may be limited as to the numbers they can send to Britain, their domestic price levels are likely to be lower because of their own surpluses. The situation in the Empire Countries is perhaps more favorable to our interests. Although Canada has been increasing her exports to the United Kingdom at a remarkable rate, jumping from 4 per cent of British bacon imports in 1932 to 17 per cent in 1935, she has reduced her exports of pork slightly this last season and her summer census will probably show her hog population slightly below 1935.

During the last year, Canada increased her lard exports 9 per cent, and her prospects are excellent for remaining on this higher level. No definite figures are available from New Zealand but it is probable that she will continue to increase her bacon production.

Prospects for British Trade

The U. S. Department of Agriculture reports that there are growing indications of larger British quotas after January first. In part this expectation is based on the decrease within her own boundaries, and in part it is based on the increase of hog numbers in the exporting countries of Europe. Great Britain's principal competitor in the purchase of pork in Europe is Germany and it now appears that the latter country will soon be approaching her record pork production as established in 1931. Under the new British import duty plan, additional entry of pork can be helpful to British growers, because the duties thus collected will be distributed as benefits to British pig fatteners.

Hence, it appears that the prospects for more profitable movement of pork to Great Britain during the coming year are rather dull. Most important is the differential against our own markets caused by lower price levels in the principal European countries supplying Great Britain. Perhaps equal to it as a depressing influence will be the effect of the new import duties. Personally, I cannot see the British trade as a stimulating factor for the American packer.

In beef we cannot expect any opportunity for American exports to the United Kingdom. While 42 per cent of the British supply was imported during the last five years, approximately 34 per cent of it came from South America, 6 per cent from Australia and New Zealand, and 2 per cent from other countries. In all of these countries costs of cattle production are so much lower than in the United States that we have no opportunity to compete.

The same situation applies to mutton and lamb. Importations amount to over 51 per cent, of which 37 per cent comes from New Zealand and Australia, and slightly more than 14 per cent from

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South America. As in beef, production costs for sheep in the United States establish price levels that keep packers entirely out of international commerce in beef and mutton.

The German Situation

In Germany the situation is even less encouraging. Hog numbers increased 11 per cent between June, 1935 and June, 1936. The hog population just now is only 1½ per cent smaller than in the record year of 1931. Furthermore, this high level of production is likely to continue, for there has been a 20 per cent increase in young bred sows and an 11 per cent increase in older bred sows. This offers little prospect for the export of any of our meats, and the fat situation is only slightly different from that of meat.

The principal edible fats, which account roughly for about 90 per cent of Germany's requirements, are lard, margarine and butter. Lard comprises about 20 to 25 per cent of the edible fats and oils consumed, while margarine and butter each total 30 to 35 per cent. The yearly consumption of foreign and domestic lard averages between 400 and 500 million pounds.

During recent years the German government has owned stocks of imported lard, and has used them as a means of controlling prices within the boundaries of the country. Throughout the first 8 months of this calendar year, stocks were nearly double those of 1935 and totaled in the neighborhood of 25 to 30 million pounds. These will probably be distributed during the next four months, as there are no stocks of German produced lard and the present production is abnormally small.

Marketeings have been light in proportion to the hog population during August and September, and the receipts will likely increase during the next two months. Germany has established a regulation prohibiting slaughter of hogs under 200 lbs. in weight and has also established artificial premiums on the heavier weights. Consequently, most of the hogs to be slaughtered this fall will be of heavy weights and many authorities predict there will be a record German lard production starting with November.

To tide over the present shortage, the government has recently allotted considerably larger quantities of its own lard than around the same time last year, but despite this rate of movement it is doubtful whether these allotments will be enough to increase the opportunity for our own lard.

German Fat Production

Further restrictions on our exports of neutral lard, premier jus, and vegetable oils may be expected as a result of a recent move by Germany to increase her supplies of whale oil. This summer Germany commissioned three factory ships with a total capacity of 64,000 tons of oil. The first and smallest of these ships, with a capacity of 12,000 tons, has just

been completed and will soon start for the Antarctic, having finished its trial trips. The other two whaling boats will not be ready to be placed in operation until next year.

However, one of the larger fat companies operating in Germany, Unilever, has now concluded a four year charter of two Norwegian factory ships having a total capacity of 30,000 tons of oil, and these two ships will start for the Antarctic sometime this month. An interesting sidelight is that the charter price is paid to Norway in German manufactured goods, including tankers and other ships built in Germany for foreign account. The smaller German margarine manufacturers hold options to share in the operation of these ships, and are rapidly availing themselves of this opportunity. German supplies of margarine are critical just now, as there is not sufficient marine oil available and vegetable oils must be paid for in hard cash.

Our volume of trade in meats and lard with other countries is on a level so near their consumptive requirements and the limit of their purchasing power, that one cannot foresee increases important enough to affect our export situation materially. Vast fields of consumption for American meat products exist in the tropical countries, as well as in China and Japan, but American costs of production, to say nothing of transportation costs, completely preclude any sale to these countries beyond what their foreign residents may require. These latter volumes are so limited that they have little effect on the total volume of American meat and fat exports.

The Long-time Outlook

There are so many factors affecting the long-time outlook in the packing business that I hesitate to introduce a discussion of any of them, yet no examination of the future of our industry can be complete without consideration of the problem of debt. Underlying all the issues of domestic and international importance, whether they be political, economic, or biological, will be found the grim spectre of a debt so great, so international in character, and so far-reaching in ramifications that all populations of the world are seriously and adversely influenced.

Much has been said about the restriction of purchasing power and the degree of under-consumption during the last decade. This dates back to the war, back to a time when the products and services of the American people were exchanged in part for what have proved to be empty promises to pay. I have no

political motive in making this statement, but any laborer, producer or manufacturer knows that if his efforts receive nothing adequate in exchange he is definitely injured.

When obligations are defaulted, the ability to purchase further products for consumption by the nation or person defaulted against is definitely reduced. When billions of dollars of debt exist in every country, and require other billions to pay the annual interest, the purchasing power of each dollar passing through trade and commerce is reduced by that part which the carrying of the debt demands. No man nor nation can remain prosperous if an important part of the return for his efforts is unpaid, or if there be deducted from the value of his products or services, the pro rata cost of carrying abnormal private or government debts.

Debts and Their Influence

In the United States the total sum of federal, state, county and municipal debts reaches the vast amount of 55 billion dollars, approximately the amount of our national income in prosperous years. If we were to pay only our government debts, exclusive of every personal or business obligation, and without attention to anything else, the entire population of the United States would have to turn over every cent of income for something over a year in order to liquidate interest and principal.

I have been told that on the same basis of figuring the citizens of Great Britain would require about 2½ years to accomplish this same result in their own country; the citizens of France, 4½ years; of Italy, 6 years; of Germany, 15 years; and of Russia an incalculable length of time.

Is it any wonder that depressions and restricted purchasing power have been world-wide phenomena? While these figures include some obligations which have been repudiated by the respective governments, this does not alter the fact that certain nations or industries expended efforts and delivered products that are not paid for to date. Hence the balance is incomplete and want still stalks the world.

The question of ultimate settlement

THREE GENERATIONS
Oscar F. Mayer (seated) chairman of the Board, Oscar Mayer & Co.; Oscar G. Mayer (left), president; Oscar Mayer III (right). (Photo TeePak News.)



and stability becomes highly pertinent. The debt of Great Britain can be divided into 2 parts, of which about one-third is owed internationally and two-thirds domestically. In Germany over four-fifth is owed internationally; while in the United States virtually 100 per cent is owed domestically.

In proportion as debts are owed domestically, pressure is developed to settle that portion first. By means of embargoes, tariffs, quotas, exchange restrictions, barter, and a host of other devices, most nations try to preserve or enhance their domestic markets for their own producers and manufacturers, and to re-establish production, manufacturing and trade balances within their own borders before they cross their national boundaries. The re-establishment of this internal balance in our own country and the attempted restoration of position for classes that have lagged in recovery, have occupied the attention of all administrations in this country since the war.

Consequences of Repudiation

Yet there is no way out of this dilemma except to face the issues. We must balance our outgo against income, just as much nationally as we do in business, and the costs of borrowed money must be brought in line with the productiveness of the various nations. Ever since governments began there have been attempts to discover some way of avoiding the payment of national debts, but no one has been brilliant enough to find a solution.

France repudiated some of her obligations, but could not escape the consequences of spending so much more than her resources could stand. Today her franc is worth less than at any time since her great inflation, and her government is in the hands of social experimenters whose policies accentuate her critical condition.

Germany carried inflation to a point where her entire internal indebtedness was paid off with worthless marks, but today she is extremely limited in her ability to buy foreign commodities or exchange her own. The last 30 months have seen a degree of scarcity and misery within her boundaries that was more intense only during the last year of the war.

Russia has repudiated all obligations, but even with her debt foreshown, thousands of her people still die annually from privation and exposure, because plenty does not arise from defaulting obligations. The latter cannot be escaped nor payments of one kind or another evaded by ignoring them. However, we face the problem, we cannot dismiss the fact that the debts we have incurred will continue to impede and influence our business activities and our prosperity for a long time to come.

Packers deal in the perishable commodity of meat, they feel the keenness of such influences as I have discussed more pronouncedly than do members of industries handling more stable products. Restrictions on the buyer are

registered more quickly in the meat trade than anywhere else, and we may be expected to feel the weight of any adverse influence long after other industries are operating freely again. Hence I feel that I am not infringing on the subject of the next speaker when I refer to a matter of as deep import as the national and world debt situation has proved to be.

In conclusion, I do not mean to leave too pessimistic a message on the outlook for our industry. I feel that our chances for foreign trade in packing-house products are no better for next year than they have been during the past year. Yet, on the other hand one cannot help but feel the increase in employment and business opportunity as the year advances, and it is therefore on our own doorstep where we must meet the future. May we all face it fearlessly and with the judgment and dignity that belongs to permanent operators in our industry.

CHAIRMAN HUNTER: Colby M. Chester, chairman of the board of General Foods Corporation, New York City, and president of the National Association of Manufacturers, will now address us on the subject, "Our Coöperative Commonwealth."

Our Coöperative Commonwealth

Mr. Chester: There was a time when only the well-to-do could afford to eat meat. The workingman or farmer was happy if he could have meat once a week and on festive occasions. We still have the leftovers of that period in many of our food customs.

Your industry faced the problem of making it possible for nearly all our people to enjoy a protein food as a regular article of diet. Your problem was to make meat products comparatively cheap, so that they would be available for an increasingly large num-

ber of people. You raised the standard of living of the American people by your particular contribution to our diet and to our social habits.

Yours was a coöperative task. No individual working alone could have accomplished it, and yet it was the genius of various individuals who introduced into meat processing and meat selling the fundamental coöperative ideas of modern business. And I should like to turn to that for a moment as the theme of my talk to you today, for there is an unfortunate misunderstanding as to the character of American business, its workings and operations, among those who not only do not know but who also do not wish to know what we do.

Nearly every large American enterprise is a coöperative organization in which large numbers of human beings want to have their capital gainfully employed and hope that the enterprise will be managed soundly and justly. Sound management means honesty in production, competence in distribution, and a fair return to the investor. Just management means fair labor relations and due regard to the consumer.

Coöperation Makes Industry

No enterprise can survive which is not a coöperative enterprise. And by that I mean that there must be coöperation between investor, management, supplier, workingman, retailer, and consumer. There must be understanding and there must be coöperation. Out of a total population of 130 million people, there are 18 million investors in American enterprise. This represents the greatest coöperative participation in industry and trade that has ever existed on the face of the earth. It represents consumer participation in production. For the investor is ultimately the consumer, and when the consumer puts his money into an enterprise which supplies him with goods, he is joining in a coöperative participation in that particular production.

But it is not only the consumer who joined in your coöperative enterprise. Your prices, as you well know, would have been beyond the reach of the public were it not for coöperation between management, your laboratory staff, and your workers who, utilizing every by-product, effected such savings on your principal commodity that it was possible for you to bring the price of your principal commodity down so that your better grades of meat became available to those who formerly could purchase cheaper grades only. This coöperative effort within your plants produced the same result as the inventor did in his laboratory and although your achievements are perhaps not so dramatic as those of the inventors in certain other fields, they may have accomplished as much for the well-being of the people of America.

Let no one regard the meat packers as backward in devising modern means of production, for I have been told on



GENERAL BUSINESS

Colby M. Chester, chairman of the board, General Foods Corp., speaks for business at large.

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good authority that the great developments in mass production in this country received their inspiration from the use of the monorail in the Chicago stockyards.

There are those who feel that adherence to the principle of individual initiative involves a rejection of the principle of mutual co-operation. Nothing can be further from the truth. The principle of individual initiative stimulates the individual to strive for the betterment of his own position, but such a betterment can be achieved only if his work brings advantages to large numbers of human beings, who reward him by purchasing the services or products of his making.

Coöperation in Industry

As industry grew in dimensions, it became necessary for such individuals to coöperate with others who were similarly minded in the use of capital, in the use of ideas, in the development of improvements, and in the correction of defects in production and distribution. And what, I ask, is the ultimate objective of all this effort? What do those who serve as coöperating individualists ultimately accomplish? By serving themselves, they serve everyone. By striving to better their own social and economic situation, they accomplish the betterment of the social and economic status of all the people. And out of their work has come this single achievement which no one can deny, namely, the highest standard of living known to man, the most competent life for the individual and, at the same time, a life of freedom.

Just as in your industry you have been able to take meat which was a luxury and make it an item of our daily diet, so this same process has taken luxury after luxury and made them available for an increasingly large number of Americans. This has been done not by any one man but by all engaged in industry coöperating in production and by all the people of this country coöperating in enterprise by placing their surplus capital in producing enterprises.

I am discussing today only one phase of our coöoperative society, namely, co-operation in production, and I am discussing that because there the United States has made an achievement which is worthy of distinction. And I should like to analyze for you something of our accomplishments in that respect.

First of all, it is impossible to look upon the American investor as different from a coöoperative participant in production, because he not only places his surplus capital at the disposal of a producing organization but, under our laws, he ultimately controls,—or let me put it this way, can control, if he wishes to,—the policy and the personnel of the organization. If the investor chooses to entrust his money to a management group, that is his personal choice and it is only on rare occasions that he cannot withdraw from a company; and even without withdrawing he has ample

edge of the soundness of judgment and the competence in operation of most American businesses.

Management and Workers

The cooperation between management and the worker is best characterized by the fact, first of all, that in most large enterprises the men who direct a business come out of the ranks of the workers. Which means that the personnel of a productive enterprise should really be regarded as a single entity, management and employees, representing a unit of humanity laboring together to produce, as efficiently as possible, a commodity or a group of commodities and receiving jointly and cooperatively the benefits coming from successful production.

We are constantly being told of dissatisfaction among the employees and we read in the newspapers of labor disturbances. And if one's whole knowledge of this situation were limited to newspaper accounts, we would imagine that the worker and the employer in the United States hate each other with a class consciousness which is not American in character. Actually, labor difficulties are comparatively rare in this country, and when you consider the large number of enterprises and the large number of men engaged in productive industries, labor disputes are rather unusual. For is it not natural that when large numbers of men work together, there should be differences of opinion?

Why is American industry comparatively peaceful? It is because the spirit of co-operation dominates industrial relations. It is because the American employer and the American employee have found a peaceful and cooperative procedure for the solution of grievances. It is because we are not class conscious, neither we who have achieved what might be called eminent positions nor the worker who is just starting at the bottom of the ladder. I say that we are not class conscious. We are co-operative, we are friendly, we support a program of mutuality in our relations. It is because that is our attitude that we have peace in industry, peace in production, peace in industrial relations.

And between the investor and the worker there is also a sense of co-operation. In no company would investors tolerate what in some foreign countries is called the exploitation of labor. Management could not go before its own investors and say: "Gentlemen, we are giving you a huge dividend because we have overworked and underpaid our employees." That time certainly has passed in America, if it ever existed. Such a management would find that the investor and worker would both protest in no uncertain terms, and I think that if you take the whole record of dividend returns in the United States, say from 1920 to the present day, and compare it with dividend returns in other industrial countries, you will find that the guiding principle has been fairness



WATCHING THE MARKETS

Arthur Seiferman, accounting expert, studies the DAILY MARKET SERVICE for ideas in computing the windfall tax for his packer clients, Braus Bros. Packing Co.

means for protecting his capital and for preventing its dissipation. No producing firm can afford the opprobrium of unfavorable comments on its management. And there are few producing firms which do not provide the investor ample information as to the conduct of the business.

It is impossible, therefore, to continue, as some do, to talk of absentee ownership and concentrated control. The owner of a single share of stock in any company can go before our courts and protect his capital. He can demand, at any time, full accounting, and he can appear at a stockholders' meeting and discuss the principles that guide the business. And if he doesn't do so more often, it is not because of reticence. It is rather because of the general confidence which the American investor has in management, and his acknowledg-



INSTITUTE VETERANS

Bill Gillam of the Washington office and Lyle Jones, Institute field missionary, try out the banquet head-pieces.



HALF A CENTURY OF SERVICE TO MEAT PACKING

Forty men and one woman who have completed 50 years in the industry were awarded gold badges at the convention. Thirteen of them were present in person.

FRONT ROW (right to left).—Vice chairman Skipworth pins a badge on M. D. Harding of Armour and Company; Hugh McCann, Wilson & Co.; Catherine Crahan, Kingan & Co.; John Langridge, Kingan & Co.; Tom O'Conner, Kingan & Co.; Michael Moffit, John Morrell & Co.; Wm. Hill, Wilson & Co.

REAR ROW (right to left).—John Hurley, Armour and Company; Charles Klaus, Armour and Company; James Lonergan, Armour and Company; Michael R. Moran, Armour and Company; Sam Simons, Armour and Company; W. P. Hurley, Swift & Co.

for the investor and fairness for the worker.

This principle of fair treatment characterizes our society and makes it different from a society in which labor is exploited. May I coin this phrase, that American industrial relations are characterized by the substitution of co-operation for exploitation and that is why we have peace in American industry? But even more than peace, that is why we have been able to create out of an individualistic industrial system an agency for the greatest good for the greatest number of human beings.

Reasons for Greatness

I do not want to plague you with so heavy a fare that you will want to substitute the products that I sell for the products you sell. Certainly we must have a balanced diet and so I will end my talk with the suggestion that we stop worrying about words, that we stop being concerned with the names that we producers of the wealth of the country are being called, that we stop worrying about the dangers of anyone trying to upset our system of production and distribution. For ours is a people that has had a long experience in solving all problems, light and serious, by cooperation. We are a people who can laugh. We are a people who can joke. We are a people who recover quickly from our mistakes. And we are like that because we like each other and we have learned to be a happy family.

Each man is really working for him-

self, but all of us together are working for the country. Each man is trying to build his own fortune, but all of us together are trying to improve the fortunes of the whole people. Each one is trying to elevate his ultimate standard of living but all of us together are elevating the standard of living of the American people.

As long as we are guided by this sense of cooperation, as long as you who sell meat and I who sell cereals can work together and live together in competition but in accord, there is no force on earth that can harm the American people or that can harm the individual American.

We are united because we are cooperative. We are one people because we have a classless society. We have created the greatest industrial establishment in the world because in the broader sense, there are no investors, there is no management, there is no working class, there are no consumers. There are only Americans laboring for America's greatness.

CHAIRMAN HUNTER: V. D. Skipworth, president, Adolf Gobel, Inc., New York City, will now make the award of Gold and Silver Buttons.

MR. SKIPWORTH: We come now to a very important occasion. Neither our industry nor any other would amount to very much without efficient and loyal employees. I think it is a wonderful thing that the industry officially recognizes employees who have served so long —50 years and 25 years.

I shall call off the names of the fifty-year employees and ask them to come up here. We will then say a few words to them, although I do not suppose that they are all here. Taking the list in alphabetical order of the companies they are with, they are:

50-Year Veterans

E. Reining, Acme Packing & Provision Co., Seattle, Wash.

Robert E. Davies, Armour and Company, National Stock Yards, Ill.

Myrick D. Harding, Armour and Company, Chicago, Ill.

John Hurley, Armour and Company, Chicago, Ill.

Charles Klaus, Armour and Company, Chicago, Ill.

James Lonergan, Armour and Company, Chicago, Ill.

Michael R. Moran, Armour and Company, Chicago, Ill.

Sam Simons, Armour and Company, Chicago, Ill.

F. A. Danielson, Carstens Packing Co., Tacoma, Wash.

Abe Finley, The Cudahy Packing Co., South Omaha, Neb.

Francis Guise, The Cudahy Packing Co., Jersey City, N. J.

H. R. Elliott, Elliott & Co., Duluth, Minn.

John Kurfurst, Adolf Gobel, Inc., Brooklyn, N. Y.

Harry Irving, Hately Brothers Co., Chicago, Ill.

Gilbert J. Waller, Hawaii Meat Company, Ltd., Honolulu, T. H.

William Moran, James Henry Packing Co., Seattle, Wash.

Albert Babst, The E. Kahn's Sons Co., Cincinnati, O.

Otto Burke, The E. Kahn's Sons Co., Cincinnati, O.

Catherine Crahan, Kingan & Co., Indianapolis, Ind.

John Langridge, Kingan & Co., Indianapolis, Ind.

Thomas J. O'Conner, Kingan & Co., Indianapolis, Ind.

Tony Raymond, Kingan & Co., Indianapolis, Ind.

William Knauss, Knauss Brothers, Inc., Poughkeepsie, N. Y.

John Lewis, John Lewis Packing Co., Spokane, Wash.

Frederick Batty, John Morrell & Co., Newcastle, Eng.

Michael Moffitt, John Morrell & Co., Ottumwa, Ia.

August Fleckenstein, Reliable Packing Co., Chicago, Ill.

J. W. Reynolds, Reliable Packing Co., Chicago, Ill.

Herman Hansel, Rochester Packing Co., Inc., Rochester, N. Y.

Otto J. Wobser, Rochester Packing Co., Inc., Rochester, N. Y.

Alex G. Hultgren, The Steiner Packing Co., Youngstown, O.

Michael J. Seiler, The Steiner Packing Co., Youngstown, O.

James A. Blaine, Swift & Company, Kansas City, Kans.

William P. Hurley, Swift & Company, Chicago, Ill.

R. M. Jackson, Swift & Company, San Francisco, Calif.

H. P. Duplan, Wilson & Co., Chicago, Ill.

V. Hechler, Wilson & Co., New York City.

William Hill, Wilson & Co., Chicago, Ill.

Frank Jara, Wilson & Co., Albert Lea, Minn.

Frank Langer, Wilson & Co., Albert Lea, Minn.

Hugh McCann, Wilson & Co., Chicago, Ill.

This list comprises 41 names which in terms of years would date back about 114 years before the beginning of the Christian Era.

You 50-year employees have been associated with the industry from a period when it was just beginning to develop the scientific methods which have resulted in adding millions of dollars to the value of the farmer's product.

The industry, as a whole, has contributed, probably more than any other, to the prosperity of this great country, and you can feel proud that your individual efforts have had a substantial part in improving the welfare of the farmer and live stock raiser.

Agriculture, as we all know, is the

backbone of the nation—and the 25-year men are well on their way to participate in continued development of the industry with a further contribution to the prosperity of the nation.

I consider it a privilege and an honor to award these gold buttons on behalf of the Institute of American Meat Packers as tokens of your trustworthy stewardship.

Silver buttons for 25 years of service in the industry were awarded to a large number of workers during the year. These were sent to the men at their homes.

Committees Appointed

CHAIRMAN HUNTER: I would like to announce the names of the Nominating Committee. It is made up of the following:

NOMINATING COMMITTEE: George M. Foster, Chairman, Ottumwa, Ia.; J. M. Snyder, Utica, N. Y.; W. J. Newmann, New York, N. Y.; V. D. Skipworth, Brooklyn, N. Y.; W. L. Valentine, Greenville, S. C.; Milton Schaffner, Erie, Pa.; Frederick A. Vogt, Philadelphia, Pa.; W. B. Schreiter, Cleveland, O.; E. M. Schroth, Cincinnati, O.; C. F. Welhener, Dayton, O.; H. W. McCall, Chattanooga, Tenn.; R. E. Vissman, Louisville, Ky.; A. C. Sinclair, Indianapolis, Ind.; T. W. Taliaferro, Detroit, Mich.; W. S. Clithero, Chicago, Ill.; John T. Agar, Chicago, Ill.; F. W. Hoffman, Chicago, Ill.; Oscar G. Mayer, Chicago, Ill.; Earl Thompson, Chicago, Ill.; Geo. E. Duwe, Chicago, Ill.; A. D. White, Chicago, Ill.; Edward F. Wilson, Chicago, Ill.; H. A. Elliott, Duluth, Minn.; John W. Rath, Waterloo, Ia.; Henry Belz, St. Louis, Mo.; George L. Heil, Jr., St. Louis, Mo.; H. L. McWilliams, Pueblo, Colo.; Roy Hathaway, Spokane, Wash.; W. E. Gelinsky, Portland, Ore.; F. M. Kleppen, San Francisco, Calif.

If there is nothing further the meeting stands adjourned until 2 p. m.

Second Session

Monday, October 12, 1936.

MEETING convened at 2:15 o'clock, W. F. Schluderberg, vice-chairman of the board of directors, presiding.

CHAIRMAN SCHLUDERBERG: The first subject—"New Legislation Affecting the Packing Industry"—will be by Charles Aaron of Henry J. and Charles Aaron, Chicago attorneys.

New Legislation

MR. AARON: In June, 1936, there was enacted into Federal law an amendment to the Revenue Act. This bears the title "A Tax on Unjust Enrichment," and is commonly referred to as the "Windfall Tax." In terms the act applies to so-called unjust enrichment resulting from the shifting of the tax burden of any unpaid federal excise tax. It does not specifically refer to a processing tax burden. To any one who is familiar with the history of the AAA it is apparent that the unjust enrichment referred to is that resulting from the unpaid processing tax.

In effect, this Act seeks to levy a tax on the net income derived from the sale of products of certain agricultural commodities, upon which the processing tax was imposed but not paid, to the extent that such net income was due to shifting the burden of the tax to others. We are concerned with the act as it affects the meat packing industry.

Windfall Tax

The theory upon which it is sought to justify the windfall tax is that during the time the processing tax was in effect, pork packers so adjusted the prices charged for pork, and the prices paid for hogs, that the margin between the two was widened by the amount of the tax, so that in effect the packer collected the tax from others, and when he was relieved of the tax liability, he became unjustly enriched to the extent of the amount collected and retained.

In other words, it is claimed that the packer shifted the burden of the processing tax either to the hog raiser or to the pork consumer, or both, and that by so doing, he had collected the amount of the tax, and to the extent that he has retained the amount so collected, he has been unjustly enriched. Thus the designation "A Tax on Unjust Enrichment." It is apparent that the purpose of this enactment is to recapture the processing taxes which accrued to the government under the AAA and which vanished when the latter act was declared invalid by the Supreme Court on January 6, 1936.

The supporters of the tax seek to sustain its validity on the theory that it is an income tax. It is very doubtful if the tax can be sustained as an income tax within the meaning of the sixteenth amendment. It imposes a levy on net income derived from certain sources



50 YEARS ON THE JOB

Miss Catherine Crahan, Kingan & Co., the first woman to receive an Institute 50-year badge, is decorated by vice chairman Skipworth, while president Woods gives his benediction.

and in a particular manner. The income subject to levy is limited to that derived from the following sources:

How Tax Is Levied

1.—From sale of commodities which were subject to the processing tax but not paid, to the extent that such income is attributable to shifting the tax burden to others.

2.—From reimbursement to the taxpayer from his vendors of the amount of the processing taxes which were included in the prices which the taxpayer paid to such vendors.

3.—Refunds or credits from the United States of amounts of processing taxes erroneously or illegally collected from the taxpayer, which the taxpayer shifted to others.

The tax is imposed at the rate of 80 per cent, and is measured by amount of net income arising from the sources named, not in excess of the amount of the processing tax burden shifted to others. It is imposed on such net income, regardless of any loss arising from other transactions of the taxpayer and regardless of whether the taxpayer had a taxable net income under the other income tax provisions of the revenue act for the taxable year as a whole. The taxpayer, however, is entitled to a credit on his windfall tax in an amount equal to the amount by which other Federal income and excess profits taxes would have been diminished by excluding the windfall income from such other income.

The Act provides that the tax shall not be levied on the amount of the net income derived from such sources which exceeds the amount of the taxes shifted by the taxpayer to others, and in instances where the tax has been shifted to others and not paid, the amount upon which the tax is assessed shall not exceed the entire net income for the taxable year from the sale of commodities upon which the tax was imposed.

The computation of the tax involves determination of amount of net income arising from each of the sources named, and in respect to each of the sources, the extent to which the processing tax burden was shifted to others. The act outlines method to be followed by taxpayer in computing net income and in determining to what extent, if any, the burden of the tax was shifted to others.

Computing the Tax

Two methods are provided for computing the net income from the sale of articles processed from commodities subject to the processing tax but not paid:

First: The taxpayer may treat such articles separately and proceed to determine gross income resulting from sale thereof for the taxable year and deduct therefrom allocable portion of deductions allowable under the revenue act; or

Second: He may compute gross income from sale of all articles subject to

the tax, or processed from commodities subject to the tax, whether paid or not, and deduct therefrom his allowed deductions under the revenue act, and determine net income from sales of articles upon which the tax was not paid, by taking that proportion of the net income from the sale of all articles that number of articles sold during taxable year upon which the tax was not paid, bears to the total number of articles sold in the taxable year, whether the tax is paid or not.

The result obtained in either case will be the net income for the taxable year upon the sale of the articles subject to the tax, but not paid.



LAW AND TRADE PRACTICE

Vice Chairman Wm. F. Schluderberg presided at the session where legislation and trade practices were discussed.

Extent to which the taxpayer shifted the tax burden to others is to be determined by deducting from the selling price of the articles the cost of the articles, plus the "average margin." By "average margin" is meant average difference between selling price and cost of similar articles sold by the taxpayer during his six taxable years preceding effective date of the processing tax.

If the taxpayer was not in business during any part of that time, or if his records do not furnish satisfactory data with reference to his cost and selling prices, average margin for such period shall be deemed to be the average margin (as determined by the commissioner) of representative concerns engaged in similar business and in similar circumstances. The balance, or the amount by which the selling price exceeds the cost plus average margin, is presumed to be the extent to which the burden of the tax was shifted or passed on to others.

If, on the other hand, cost of the article, plus average margin, exceeds selling price of the article, it is presumed that the taxpayer bore the burden

of the tax. The presumption established by this computation may be rebutted either by the taxpayer or the commissioner by proof that the change in, or lack of change in, margin was due to changes in other factors entering into the cost or the selling price of the article, such as cost of production or change in type or grade of the article, or any other factor which might affect the result thus obtained.

Adjustment by Agreement

Under Section 506 of Title III, any person who is liable for the payment of the windfall tax, and who has filed a claim or claims for refund of any amount paid or collected as a tax under the AAA, may apply to the Commissioner of Internal Revenue for an adjustment of his windfall tax liability in conjunction with his claim for refund. The commissioner, in his discretion, may enter into an agreement with the taxpayer for the adjustment of the taxpayer's claim for refund against the tax liability for windfall taxes.

However, under the regulations, such an agreement may be executed only if the taxpayer is liable for the payment of the windfall tax and has filed the required return and paid any tax shown to be due by such return and has filed claim or claims for refund under the AAA. It would seem that most of the advantage afforded to the taxpayer under this section of the act was taken away from him by the regulations, and unless the regulations should hereafter be modified, the taxpayer has little to gain from this Section.

I have pointed out to you merely the salient features of the Act and time will not permit any detailed analysis of the various sections or discussion of the intricacies of accounting involved.

Validity Open to Question

This is an unusual piece of legislation. Its validity is open to question. It purports to be a tax on income. It is entitled "A Tax on Unjust Enrichment." What is "unjust enrichment"? The framers of the law have carefully defined almost every substantive word and phrase used in the body of the act, but apparently forgot to define the title. The only unjust enrichment referred to in the act is that which has resulted or may result from the shifting of the tax burden of any unpaid federal excise tax.

Surely there must be other sources of income which really result in unjust enrichment to the persons who receive it, yet such income is taxed only at regular rates. But under the Act, the only persons affected by this tax are those engaged in the business of processing certain agricultural commodities and those engaged in the sale of products resulting therefrom, and the only income subject to the tax is income from these sources.

Another peculiar thing about this Act is that the tax imposed thereby is an additional tax. It is an income tax in addition to all other federal income

and excess profits taxes. The imposition of the tax is limited to income derived from certain sources only and in a particular manner. The rate of 80 per cent is so excessive that in effect it amounts to a confiscation of taxpayer's property.

The government attempts to seize practically his entire income. It is clear that the purpose of the act is to recover the amount of the processing taxes unpaid and any amount thereof which may have to be refunded by the government. In effect, it is an attempt to collect a tax which the Supreme Court has already held to be invalid. However, until there has been a judicial determination of its validity and constitutionality, it cannot be ignored.

Packers are now confronted with preparing and filing a tax return. They must consider and determine their program and the matter of complying or not complying with the provisions of the act. The first question which presents itself is that of the validity or constitutionality of the act. The consensus among lawyers who have considered the subject is that the Act is unconstitutional for a number of reasons, and that the question of constitutionality can be raised in one of two ways.

The first is by instituting a suit in equity in the proper United States district court, to enjoin collection of the tax and the imposition of any penalty for failure to make a return. There are, however, certain difficulties which confront a taxpayer in the institution of a suit for injunction, which every packer must consider in the light of his own situation. In injunction cases, in order to protect the taxpayer from a levy and distraint by the collector, it is necessary that the court issue a preliminary injunction restraining the collector from proceeding to collect the tax until such time as the case can be disposed of on its merits.

In order to obtain such preliminary injunction, plaintiff is required to give a bond in an amount to be fixed by the court. If the courts follow procedure adopted in many districts in the suits instituted last year to enjoin collection of processing taxes, they will require a deposit by taxpayer of cash equal to amount of tax claimed to be due. The effect of such requirement is a question which the individual packer must consider. In addition, if, in the end, the plaintiff did not prevail in his suit, he would probably be subjected to the penalties imposed under the act for failure to file a return and pay the tax when due.

Other Courses of Action

Several suits have been filed in the United States District Court by pork packers to restrain the collector from attempting to collect the tax, on the ground that the act is invalid. These suits are still pending and undetermined. In one of the cases a motion was made by the attorneys for the government to dismiss the complaint on the

ground that the action would not lie, even if the facts alleged in the bill were true. The motion was denied by the court on the ground that the allegations contained in the bill were sufficient to justify the conclusion that the complainant had no adequate remedy at law and was entitled to the intervention of a Court of Equity.

The second course of procedure suggested is as follows: That the packer prepare a return in accordance with the provisions of the act and the regulations, disclosing therein all facts, with constructions and interpretations on which computations are based, but not extending the tax. The return should also include a protest and a statement asserting the unconstitutionality of the law and specifying the grounds therefor, and should be filed without the payment of tax.

It is the opinion of many lawyers that a return so prepared and filed constitutes a proper return and that it is the duty of the commissioner, if he extends the tax on such return, to treat it as a deficiency and notify the taxpayer thereof as required by law. The taxpayer thereupon will have the right to have the decision of the commissioner

but not to exceed double the amount of the deficiency.

In following this procedure, however, the packer faces the contingency that the commissioner may refuse to extend the tax or treat it as a deficiency, but instead may bill the packer for the tax and if not paid, proceed to distrain or levy on the packer's property. If that should happen, the packer would have a right to file a suit for injunction to enjoin the levy and distraint, on the ground the commissioner should have asserted a deficiency and permitted an appeal to the Board of Tax Appeals, but of course would have to furnish an injunction bond.

There is also the danger that, if the commissioner did extend the tax and issue a deficiency letter, that, pending appeal to the Board of Tax Appeals, or even after such appeal is taken, the commissioner may make a jeopardy assessment. If this should happen, taxpayer would be obliged to file a bond with the commissioner, and upon the filing of such bond, the jeopardy assessment would be cancelled and taxpayer would proceed with his appeal before the board.

Refund of Processing Taxes

There is still a third course which some packers may find advisable to follow. If the tax disclosed in the return should not be too great an amount, the packer could afford to pay the tax, immediately file a claim for refund on the ground of unconstitutionality of the tax, and await audit of the return by the commissioner and if, as a result of such audit, a deficiency should be found, proceed to appeal from such deficiency to the Board of Tax Appeals. A packer following this procedure would then have two actions pending, a suit for refund, and an action before the Board of Tax Appeals.

Each packer will have to determine the question of procedure for himself. Each case has its own peculiar conditions and factors and the course to be followed should be determined after thorough study and consultation with counsel.

Let me now review briefly provisions of the Revenue Act relative to procedure to be followed in filing and prosecuting claims for refund of processing taxes paid.

Subsequent to termination of the AAA, amendments to the Revenue Act were enacted in June, 1936, relating to refund of collections made under the AAA. Under Section 902 of the Revenue Act, a party claiming a refund of taxes paid under the AAA must now show to the satisfaction of the commissioner or to the trial court: first, that he bore the burden and paid amount of tax, and second, that he had not passed on the tax, either directly or indirectly, to others by including it in any way, shape or form in the price of the commodity subject to tax or in the price of the product processed therefrom, or in the event he has included it in the sale price



NEW LAWS EXPLAINED

Charles Aaron, legal expert for packers, outlines major New Deal legislation.

reviewed by the Board of Tax Appeals, with an appeal to the Circuit Court of Appeals and ultimately to the Supreme Court of the United States, where the question of constitutionality, as well as others, may be determined.

The proposed procedure, following the familiar lines of income tax appeals, would make it possible for the packer to test the validity of the act before the Board of Tax Appeals, without payment of tax or necessity for filing a bond, as no bond would be required until the taxpayer sought an appeal from the Board of Tax Appeals, at which time he would be required to file a bond in such amount as the board may fix,

to the vendee, that he has unconditionally repaid such amount to the vendee.

The act further provides that no refund shall be allowed, unless a claim for refund is filed after the enactment of the Amendment of June, 1936, and prior to July 1, 1937. The procedure to be followed in the prosecution of claims for refund of processing taxes is set out in Section 906. This section prohibits the bringing or maintaining of any suit or proceeding, whether brought before or after the date of enactment, in any court for the refund of any amount of processing taxes paid, except as provided therein.

The commissioner has three years from date of filing of the claim in which to allow or disallow it, and such further time as claimant may consent to in writing. Action of the commissioner is then subject to review by a board of review of nine members created under the act. The decision of the board is subject to review by the Circuit Court of Appeals.

Determining Margins

In determining the question of whether claimant bore burden of tax it will be presumed, *prima facie*, that he did, if the average margin per unit of commodity processed was lower during the tax period than during period before and after the tax. On the other hand, if average margin during tax period is not lower, it will be presumed, *prima facie*, that none of the tax was borne by the claimant but that it was shifted to others. Either the claimant or the commissioner may produce proof of facts to overcome the presumption established.

Average margin is average difference between cost of the commodity processed and gross sales value of all articles processed for the respective given periods. The period before and after the tax includes the 24 months immediately preceding effective date of the act and six months between February and July, 1936. By the tax period is meant the period during which claimant actually paid the processing tax to the collector, and it ends on the date with respect to which the last payment was made.

The method of determining average margin for the respective periods is set forth in considerable detail in Section 902 of the Act. Whether this method is feasible and practicable and whether it will produce a proper and correct result is a matter to be determined by your accounting departments.

On August 24, 1935, Congress amended the AAA, by imposing restrictions on the refund of processing taxes. Section 21D of that amendment provided that if the tax should be declared invalid, claims for refund must be filed within 6 months from date on which tax was declared invalid, and that no suit could be begun on such claim before expiration of one year from date of filing, unless the commissioner rendered a decision within that time.

After AAA was held invalid by the Supreme Court, many packers filed claims for refund within the required

period and in most cases prior to the time the new act of June, 1936, went into effect. So far as I know, the commissioner has not acted on any such claims, and no suit can be maintained on any of such claims until one year from date on which they were filed, unless the commissioner acts on the claims within that time, which he is not likely to do. Prior to January, 1936, when packers were paying processing taxes, many packers filed claims for refund each month immediately after paying their taxes, and those claims were promptly rejected by the Commissioner.

Procedure in Rejected Claims

Packers whose claims were so rejected had a right of action under the old act, based merely on the unconstitutionality of the tax, and in a number of cases instituted such suits prior to June, 1936, when the new act was passed. In these suits the government now contends that under the June, 1936, amendment, claims for refund filed prior to June 22, 1936, are no longer of any force and effect, and that to be entitled to a refund, claimants must file a new claim, which must comply with Section 906 of the 1936 Statute.

Several district courts have ruled on the subject, some favoring the contention of the government and others holding that the taxpayer had a vested right to sue for refunds, under the former statute, which could not be divested by a subsequent statute. However, taxpayers who have filed such suits nevertheless face the quandary that if the question should not finally be decided by the Supreme Court of the United States prior to July 1, 1937, and thereafter the Supreme Court should hold adversely to the taxpayers' contention, then unless the taxpayer filed a new claim for refund prior to July 1, 1937, in compliance with the present statute, his right of refund would be gone forever.

If the taxpayer elects to follow the remedy afforded under the amendments of June 22, 1936, he will, of course, be obliged to proceed in accordance with the act and the regulations promulgated by the commissioner.

At this time I am not willing to venture an opinion as to whether the remedy afforded by this Section of the present Act is the only one open to the claimant for the recovery of processing taxes, but each packer's situation should be submitted to counsel and the remedies followed which counsel suggest as applicable to the particular situation.

There is still hope in some quarters that the provisions of the regulations relative to Section 506 of the act, which certainly was intended to give the commissioner authority to consider the government's claim for windfall tax and the taxpayer's claims for refund of processing tax as one case, with authority to enter into a settlement agreement by the payment or refund of an agreed net amount, as the case might be, may yet be modified to give effect to the language and intent of the Act.

If this were so, doubtless many

packers would prefer to work out a fair settlement with the commissioner. However, in the absence of such modifications, I see nothing that the packer can do but to assert every right under the law, to contest the imposition of the unconstitutional windfall tax, and to prosecute his lawful right to have refunded the processing taxes which he has paid, and which have been declared invalid by the Supreme Court of the United States.

Robinson-Patman Act

I now come to my second subject, the Robinson-Patman act. Much has been written and much has been spoken of this Act. It is somewhat presumptuous of me to undertake to discuss it today when there are present on your program men like Paul S. Willis, president of the Associated Grocery Manufacturers of America, and H. T. Austern, counsel for the National Canners Association, who followed the Act from its inception, fought for and against many of its provisions, and have been earnestly engaged ever since in interpreting it for the members of their respective industries. However, no discussion of new legislation affecting the packing industry would be complete without a discussion of this act.

The Robinson-Patman Act was signed by the president on June 19, 1936, and has been the law of the land ever since that date. The avowed purpose of the proponents of the act was to prevent chain stores and other large buyers from securing undue purchasing advantages over their smaller competitors, merely because of size and purchasing power. The act, as finally passed, covers a much wider field.

Civil and Criminal

The Act is fairly short and every business man should obtain a copy and read it. It contains two sections which principally concern business men—Section 1, which is the civil part and which amends Section 2 of the present Clayton Act, and Section 3, which is the criminal section and which is a new federal statute. Both sections prohibit price discriminations but treat them somewhat differently.

I shall first discuss Section 1, which is the civil section. This section begins with a prohibition directed against any person engaged in commerce. Section 1 of the Clayton Act defines "commerce" as including trade or commerce among the several states and with foreign nations and insular possessions, with the exception of the Philippine Islands. The term "person" is deemed to include corporations and associations. Section 1 then proceeds to prohibit price discrimination in relations to transactions where the commodities involved are:

1. In commerce.
2. Sold for use, consumption, or resale within the United States or any territory or the District of Columbia, or any insular possession or other place under the jurisdiction of the United States.

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1. Discrimination in price between different purchasers of commodities of like grade and quality.

2. Payment or acceptance of anything of value as a commission, except for services rendered.

3. Paying or contracting to pay anything of value as compensation for services rendered or facilities furnished by a customer in connection with the processing, handling, or sale of any products, unless such compensation is available on proportionately equal terms to all other customers.

4. Discrimination in favor of one purchaser by contracting to furnish or furnishing services or facilities connected with the processing, handling, or sale of a commodity upon terms not accorded to all purchasers on proportionately equal terms.

5. Knowingly inducing or receiving a prohibited price discrimination.

Price Discriminations Permitted

Certain forms of price discrimination are permitted:

1. Differentials which make only due allowance for differences in the cost of manufacture, sale or delivery resulting from the differing methods or quantities in which such commodities are sold or delivered. The Federal Trade Commission may, however, fix limits of such quantity differentials if it considers differentials discriminatory because they are available to only a few purchasers.

2. Price changes in response to changing conditions including but not restricted to:

- a. deterioration of perishable goods,
- b. obsolescence of seasonal goods,
- c. distress sales under court process,
- d. sales in good faith in discontinuance of business in the goods concerned.

3. The return by cooperative associations to members of part of net earnings or surplus in proportion to purchases or sales from, to, or through the association.

This section also contains a provision to the effect that the prohibition against discrimination in price shall not prevent persons engaged in commerce from selecting their own customers. Consequently a manufacturer has the right to sell exclusively to wholesalers or to a single or a number of chain stores or independents, or to retailers, or to sell to some and not to others. The act also permits a seller to rebut a *prima facie* case of alleged discrimination by showing that his lower price, etc., was made in good faith to meet an equally low price of a competitor. Although not specifically covered in the act, existing contracts are subject to the terms of the law.

The above is a fairly comprehensive outline of the civil section of the act. The act also contains a criminal section, which, together with the methods of enforcing the act, will be dealt with later in the discussion.

While the act contains many complexities and inconsistencies, it also contains many exceptions and limitations which may bring some comfort to the bewildered and worried business man. First, the discrimination must relate to an interstate commerce transaction, thus removing purely intrastate sales from the jurisdiction of the act. The act likewise does not apply to exports.

Affects Interstate Trade Only

What is and is not interstate commerce often becomes a highly complex legal question, but, generally speaking, there is in most transactions a clear line of demarcation between an interstate and a purely intrastate sale which the business man may readily see and understand. Then the discrimination to be unlawful must have one of the following effects. I quote from the act:

1. Substantially to lessen competition.
2. To tend to create a monopoly, or
3. To injure, destroy or prevent competition with any person who either grants or knowingly receives the benefit of such discrimination or with customers of either of them."

The first two limitations, "substantially to lessen competition," or "to tend to create a monopoly," were in the original Clayton Act, have received construction by the courts, have been construed to mean some fairly serious effect on competition generally, and the creation of a real monopoly, and thus would not affect business men generally.

The wording of the third clause, "to injure, destroy or prevent competition with any person," is new in trade law, may affect every transaction and apparently means that every competitor in the same class, under similar circumstances and conditions, must receive the same price, and that the competition aimed at by this section is not the general competition at which the anti-trust laws have heretofore aimed, but competition between individuals who may either be competitors of the seller, customers of the seller, or customers of a customer.

Discrimination Exceptions

The prohibition against discrimination is subject to a number of very important exceptions:

First, it must affect competition, and where competition is not affected, differences in price are not forbidden.

Second, as stated, a seller has complete freedom in the selection of his customers.

Third, price differentials are not forbidden which make (quoting from the act) "only due allowance for difference in cost of manufacture, sale or delivery, resulting from the differing methods or quantity in which commodities are to such purchasers sold or delivered." This exception permits quantity discounts and also discounts on differing methods of sale or delivery. These discounts, however, are limited in extent to the actual saving resulting to the seller. Where the Federal Trade Commission finds that available purchasers are so

few as to render differentials on account thereof unjustly discriminatory or promotive of monopoly, the Federal Trade Commission is given power to impose quantity limits beyond which no quantity discount may be given.

Fourth, though not expressly provided in the act, it is believed that differentials as between manufacturers, wholesalers and retailers are lawful under the Act.

Fifth, the act permits sellers to change prices to meet changing market conditions.

Sixth, although the act does not contain the clear language of the original Clayton Act, permitting discrimination in price if made in good faith to meet competition, it is the opinion of most lawyers that under the language of the act a seller may grant a lower price to meet competition but may not go below the competitor's price.

Seventh, advertising and promotional allowances are permissible if made available to all customers on proportionately equal terms, and

Finally, the buyer is made liable only if he knowingly induces or receives a discrimination in price which is prohibited by the act.

Penalties and Enforcement

I do not wish to minimize the difficulty in interpreting the civil provisions of the act and in defining many of the terms used therein. I appreciate only too well many of the perplexities and problems which will face the business man in attempting to comply with the Act, but I do submit that many of the provisions which I have just outlined are fairly clear and include in their scope a great many of the ordinary every-day business transactions and that, to that extent at least, a business man may feel somewhat at ease and free from the burden of doubt. As to doubtful questions the business man should, of course, consult his counsel and be guided by his views. However, despite all caution and advice, a violation may still result and the next question the business man is interested in is that of penalties and enforcements.

The duty of enforcing the civil side of the act is vested in the Federal Trade Commission, which has the power to make investigations, issue complaints, hold hearings, and issue a cease and desist order; and such order, in turn, can be appealed to the United States Circuit Court of Appeals. Under the act, the commission is required only to make a *prima facie* case by showing that the respondent has discriminated between two competing purchasers, and the burden from that point on is on the respondent to prove that the discrimination was not unlawful under the Act.

The Department of Justice may institute injunction proceedings to enjoin a violation of the act, or a violation of an order of the commission. Finally, a private individual who believes himself injured by discrimination may sue in the United States Courts, and, if successful,

is entitled to recover three-fold damages, together with costs and reasonable attorneys' fees.

In the case of packers, there is a very serious question as to whether the Federal Trade Commission has any jurisdiction. Section 406 of the Packers and Stock Yards Act provides that the commission shall have no power or jurisdiction over packers, under the terms of that act, and that all such powers are vested in the Secretary of Agriculture. Section 202 of the Packers and Stock Yards Act enumerates a number of unlawful practices in which packers may not engage, which coincide in many respects with the discriminations prohibited by the Robinson-Patman Act.

Jurisdiction May Be Divided

On the other hand, since the civil section of the Robinson-Patman Act is an amendment of Section 2 of the Clayton Act, and since the secretary of agriculture has no authority to enforce the Clayton Act, it would seem that the secretary would have no power to enforce the provisions of the Robinson-Patman Act in the case of packers, but only such practices as are specifically forbidden by the Packers and Stock Yards Act. If neither the Federal Trade Commission nor the secretary of agriculture has the power to enforce the provisions of the Robinson-Patman Act against packers, then the only enforcing agency as against the packers under the civil section of the Robinson-Patman Act would be the attorney general, who could proceed by injunction proceedings to restrain any violation of the act.

This is particularly important because the section of the Robinson-Patman Act which provides that a prima facie case is established when a discrimination is shown and that the burden of proof thereupon rests with the defendant to show that the discrimination was not unlawful, seems to refer to complaints by and hearings before the commission, and there may well be a question whether the same presumption would exist with reference to an injunction suit brought by the attorney general. The whole question is confused and not free from doubt, but it is an interesting point which should be borne in mind.

The Federal Trade Commission has announced that it can express no informal opinions concerning application of the act to facts in particular cases. However, committees representing the commission and the attorney general have conferred informally with industry groups for the purpose of clarifying procedure and definitions. It apparently is the intention of the commission to endeavor to obtain final interpretations on important substantive points as early as possible. This was indicated by the recent filing of complaints by the commission against five respondents, four of whom were manufacturers and sellers charged with granting discrimination. The fifth was a retailer charged with violation in knowingly receiving discrimination.

In the latter case the commission is

seeking to apply the act to a contract made prior to the enactment of the act. All of the complaints involve alleged discriminations in price resulting from giving specific discounts based on quantities, and one complaint relates to sales to a mail order house at prices lower than charged to other retailers, regardless of quantities, but under the terms of the contract referred to. The Commission states a *prima facie* case in the complaints by showing the discrimination in price, and the respondents under the statute have the right to rebut the *prima facie* case by showing justification under one of the exceptions provided in the act.

It was to be expected that the matter of quantity discounts would provide the most fruitful source of complaint and litigation. Nevertheless, I do not believe that the filing of these complaints should be viewed with alarm by business men generally. The law authorizes discounts and allowances which represent actual savings and if a business man can demonstrate reasonably and fairly that the discount allowed does represent a saving, I doubt if he will be held to have violated the law because of his inability to meet exact and precise mathematical calculations or conform to the requirements of intricate and complex systems of cost accounting.

Nor do I think that there is so great a danger, as some have stated, that there will be a flood of private damage suits as a result of the act. Litigation of this type is expensive, proof of the violation as well as proof of damage is rather difficult, and I doubt if courts will look with favor on such litigation following so soon after the enactment of a new act.

Penalties and Prohibitions

We now come to Section 3, the criminal side of the statute. It consists of a single sentence, but covers three distinct provisions, for any violation of which the penalty is provided consisting of a fine of not more than \$5,000, or imprisonment for not more than one year, or both.

First, it makes it unlawful for any person to be a party to a sale in interstate commerce which discriminates, to his knowledge, against competitors of the purchaser, in that any discount, rebate, allowance, or advertising service charge is granted to the purchaser, over and above that available at the time of the transaction, to competitors in respect of the sale of goods of like grade, quantity and quality. Let us stop and consider this provision for a moment.

It prohibits discrimination, with none of the exceptions and safeguards in Section 1, the civil section of the act, except discounts based on grade, quality or quantity. If it were literally construed, every other discount or price variation between competitors would be illegal, regardless of its purpose or effect. If it were so interpreted, it would convert private industry into a public utility, with the obligation to offer the same

price to every customer, and would undoubtedly be unconstitutional.

However, it is hardly likely that the courts will construe this section literally. It is more likely that it will be construed to mean substantially the same as Section 1 of the act. Moreover, this section, like Section 1, applies only to interstate transactions and intra-state transactions are not affected.

Then, the defendant's knowledge of the discrimination must be proved, and since this is a criminal statute, it must be beyond a reasonable doubt.

Also, if there is no competition, there is no discrimination, and the discrimination must apply not only to a sale of goods of like grade and quality, but also of like quantity. There are many situations in which price discriminations or differentials lawful under civil Section 1 may well be unlawful under criminal Section 3. It would seem absurd to regard as a crime an action which is made civilly unobjectionable by the very same statute, yet that situation exists if Section 3 is to be literally interpreted. It seems hardly possible that a court will make such an interpretation, and it is more likely that the court will adopt a rule of reason, as the Supreme Court did in interpreting the Sherman Act. It should also be remembered that Section 3 can only be enforced by the government, and with an act so wide in its application and applying to all business, the government would hardly proceed under a doubtful statute, except in the most flagrant cases and then only in cases which also violated civil section 1.

Price Cutting

The next provision of Section 3 prohibits the sale of goods in any part of the United States at prices lower than those exacted elsewhere in the United States, for the purpose of destroying competition, or eliminating a competitor. This section merely prohibits local price cutting for the purpose of destroying competition or eliminating a competitor, which was prohibited by the Clayton Act. It creates no special difficulty and is not likely to affect business men generally.

The last provision of the section prohibits the sale at unreasonably low prices for the purpose of destroying competition or eliminating a competitor. While the act contains no standard whatever for determining what are unreasonably low prices, the fact remains that it must be coupled with an attempt to destroy competition or eliminate a competitor, and hence is not a problem which may greatly affect business men generally.

In the case of all of the criminal provisions, a defendant is not met with a presumption against him as in the case of the civil portion of the act, and all of the safeguards of criminal procedure are available, including the necessity of proving the defendant guilty beyond a reasonable doubt. The criminal section of the act presents a real danger and a real menace. Nevertheless, we have the right to hope, as a practical proposition,

that it will not create the grave problem anticipated by many and that a general compliance by the business man with the provisions of civil Section 1 of the act may eliminate much of the danger of a violation of criminal Section 3 of the Act.

Having completed the discussion of the civil and criminal sections of the act and the penalties and enforcement thereof, I now come to the final question as to just what the business man should do about the act. He cannot ignore the act and assume that there will be no enforcement by public authority and no damage suits by private parties until after the commission and the courts have interpreted the act, nor can he assume that the act is unconstitutional or that it will be repealed.

On the other hand, there is no reason why he should cease following sound, established and fair business practices which are not clearly forbidden by the act. Liberally and sanely interpreted, the act charts a general course which will take care of most business transactions. In special situations, he should consult counsel and be guided by his advice. We have the right to expect that in the administration of a new act, which contains so many ambiguous, contradictory and complex provisions, some of doubtful constitutionality, that the government authorities will proceed with fairness and caution and help business and industry to arrive at a clear understanding of the meaning of the Act.

Every Manufacturer Affected

What industry, and bodies such as yours, must realize is that this act in its application affects the buying and selling operations of every manufacturer, wholesaler and retailer, chain and independent alike, and that its economic effects cannot yet be foretold. Its ultimate result may be price uniformity to a greater degree than even under the NRA. We may have the strange spectacle of a business man being charged with discrimination and violation of the Robinson-Patman Act if he deviates from his price.

And if he does not do so and others are forced by competition to bring their prices down to his level, and thereafter his prices and those of his competitors remain at the same level, he may be charged with violation of the Sherman Act. For the present, all that business men can do is to be alert and watchful and, as the weaknesses and infirmities of the Act become apparent, use the force of public opinion to bring about either proper amendments or complete repeal.

I now come to my third subject, the attempted amendments to the Packers and Stock Yards Act of 1921. The past two years witnessed a very formidable attempt to amend the Packers and Stock Yards Act in many particulars, which culminated in the passage by the United States Senate, on April 2, 1936, of the so-called "Murphy Bill", on which, however, the house took no action.

This Bill has an interesting history. No doubt, you are familiar with the strenuous efforts made at the last Session of Congress to pass the Capper Bill, which, if enacted, would have prevented, or at least seriously hindered the direct marketing of livestock. This bill had been considered at length and was finally reported favorably by the Senate Committee on Agriculture and Forestry. It met with very strong opposition from senators representing a number of important livestock producing states. Meanwhile, there had been introduced into the Senate, by Senator Murphy of Iowa, Senate Bill No. 3036, which proposed drastic amendments to the Packers and Stock Yards Act.

A companion bill had been introduced in the House by Mr. Jones of Texas. The Murphy Bill had admittedly been prepared by the secretary of agriculture and was introduced by Senator Murphy, at the secretary's request. It had been referred to the Committee on Agriculture and Forestry, but no report had been made to the Senate at the time the Capper Bill was being debated. During the debate on the Capper Bill, Senator Connally of Texas, one of the most vigorous opponents of the Capper Bill, offered an amendment to the Capper Bill, which provided that the Murphy Bill be substituted for the Capper Bill, a move apparently designed to save direct marketing and at the same time appease the friends of the Capper Bill by drastically amending the Packers and Stock Yards Act, in other respects.

It developed in the debate on the substituted Murphy Bill, that the bill contained so many inconsistencies and imperfections that Senator Connally himself moved that the bill be recommitted to the Committee on Agriculture and Forestry for further study and redrafting. Later in the debate, he stated that he had been importuned by certain of his colleagues not to press his motion to recommit, and he thereupon withdrew his motion, and the bill was passed by the Senate with the deletion of one paragraph.

Further Packer Regulation Possible

It is fair to assume, since the Murphy Bill was drafted by the secretary of agriculture and introduced at his request, that an effort may well be made at the next session of Congress to introduce a similar or identical measure, and it is, therefore, important that the packing industry should know and understand the nature of these amendments and their effect on the packing industry if enacted.

The Packers and Stock Yards Act of 1921 is divided into four titles. Title I relates to definitions; Title II relates to Packers; Title III relates to Stock Yards, and Title IV relates both to Packers and Stock Yards. The Murphy Bill proposed to amend Titles II, III, and IV of the Act in certain respects.

The bill proposed amendments to Title II, the section relating solely to packers, as follows: Section 202 of the present act enumerates unlawful practices in

which a packer may not engage. The bill proposed the addition of two paragraphs to this Section, providing

First, that a packer must register with the secretary, under such rules and regulations as the secretary may prescribe, and file a reasonable bond to secure the performance by the packer of his financial obligations as a purchaser of live stock; and

Second, that any packer, or any officer, director, agent or employee of a packer, who violates any of the provisions of Section 202 shall, on conviction, be fined not less than \$500 nor more than \$10,000, or imprisoned for not less than six months or more than five years, or both; and that each day during which such violation continues shall be deemed a separate offense; and that this provision is in addition to all existing remedies.

Heavy Penalties Provided

The Packers and Stock Yards Act, as it now exists, provides that if the secretary has reason to believe that any packer has violated the provision of Section 202, he shall proceed by filing a complaint, affording the packer an opportunity to answer, holding a complete hearing, and, if he finds the packer guilty of the violation, then issuing a cease and desist order. The packer in turn, has the right of appeal to the United States Circuit Court of Appeals, which may affirm or reverse the order.

If a packer, or any officer, director, agent or employee of a packer, fails to obey an order of the secretary, after the expiration of the time for appeal if no appeal is taken, or after the order has been sustained by the Courts, then and only then, under the present act, can the penalties of fine or imprisonment be imposed. Under the amendments, these drastic and unprecedented penalties, which, in the case of a fine, might run as high as \$10,000 per day, and, in the case of imprisonment, might be for as long a period as five years, apply not only to violations with reference to unlawful practices, but also to the failure of a packer to register or file a bond, and that the penalties are imposed not for a wilful violation of the Act, but for any violation, wilful or unintentional.

With this in mind, let us now see how necessary these amendments are and what good purpose, if any, they serve.

First, Registration. Under the Meat Inspection Act, the Bureau of Animal Industry is required to inspect all carcasses of livestock, or meat products thereof, brought into any slaughter house, meat canning, or other similar establishment, and of all slaughtering, canning or packing plants, in which livestock are slaughtered and food products thereof prepared for consumption. Under this statute, the secretary has a complete record of all packers who might come within the requirement of this amendment. There certainly would seem to be no occasion for the additional obligation, under the severe

penalties cited, to require a packer to register.

Second, Bond. The only function required of the registrant is that he file a reasonable bond, under such rules and regulations as the secretary may prescribe, to secure the performance by the packer of his financial obligations as a purchaser of live stock, and the severe penalties prescribed also apply to the failure of the registrant to file the bond. We all know that packers purchase livestock on a cash basis and almost invariably payment is made to the producer or his agent, the commission man, at the time the live stock are delivered to the packer, at which time the vendor receives a weight ticket, which he may cash at once at a near-by bank.

Bond Would Serve No Purpose

I know of no financial obligation involved in the purchase of livestock by a packer which should require him to assume the obligation of filing a bond, or on failure or oversight so to do be subject to the severe penalties mentioned. Cases are rare where producers have lost money because of the failure of the purchasing packer to pay for livestock. Such loss would arise only where the packer bought on credit instead of for cash, and the practice of all packers, at all stock yards, is to buy for cash. The furnishing of bonds would merely create an additional and unnecessary expense upon the industry; affecting both producer and consumer, and would serve no beneficial purpose.

The Bill proposed a third amendment to Title II of the act relating solely to packers. It authorizes the secretary of agriculture, upon complaint against a packer, to adopt the same procedure as the present act provides in the case of complaint against stock yard owners, market agency or dealer, except, however, that the time for filing the complaint is extended from 90 days, as in the present act, to 9 months. The procedure with reference to complaints against any stock yard owner, market agency or dealer is contained in Section 309 of the present act and provides that a complaint may be filed with the secretary against any stock yard owner, market agency or dealer within 90 days after the cause of action accrues.

Complaints Against Packers

And if the defendant fails to make reparation within a reasonable time to be specified by the secretary, then the secretary may proceed with a hearing, and if the defendant is found guilty, the secretary may order the defendant to pay the complainant money damages. Complaints against stock yard owners, market agencies or dealers will necessarily concern businesses charged with a public interest, doing business like public utilities.

If stock yards owners or commission men violate their schedules of rates, it is proper that a complainant should be compensated by money damages, and hence Section 309 of the present act

relating solely to stock yards contains proper procedure for that purpose.

Title II of the Packers and Stock Yards Act, the title relating solely to packers, relates entirely to unfair practices. Complaints against unfair practices are properly met and guarded against by the issuance of a cease and desist order, under the procedure provided in the present Act. It is difficult to see how the present procedure relating solely to stock yards owners, market agencies and dealers can possibly be applicable to packers. An amendment making such procedure applicable to packers would merely encourage litigation, result in utter confusion and additional expense, to the detriment not only of the packer but of the producer and consumer as well.

I now wish to take up briefly a number of amendments which relate solely to stock yards owners, market agencies and dealers.

Further Amendments

Section VI of the bill proposed to amend Section 306E of the present act. That Section now provides that, pending the completion of a hearing involving a higher rate or charge, the secretary may suspend the proposed rate, but not for a longer period than 60 days. The amendment extends this period to 180 days. In effect, this gives the secretary power to fix the rates and charges of a stock yards company or market agency for a period of 6 months before he is subject to judicial review, and it is conceivable that the suspension of the new rates, particularly feed rates, might cripple or destroy a stock yards within a period of six months.

Section VIII of the bill proposed to amend Section 312B of the present act, which authorizes the secretary, after notice and hearing, to issue a cease and desist order against any stock yards owner, market agency or dealer violating the provisions of the section relating to unfair, discriminatory or deceptive practices. The proposed amendment, however, in addition, authorizes the secretary, pending conclusion of a hearing, to issue a temporary cease and desist order, for not longer than 6 months, whenever it appears to him that such action is necessary to prevent injury to private property, or to protect the public interest.

This, in effect, gives the secretary arbitrary power to determine facts without a hearing and to enter an effective order against a stock yards, market agency or dealer, for a period of 6 months, during which the defendant may suffer irreparable injury, for which it has no redress. It is a power which the law does not grant even to the Federal Trade Commission, with all the powers of that commission over industries generally.

Section IX of the bill proposed to add a number of new sections to Title III of the present act, relating solely to stock yards.

One section authorized the secretary,

after notice and hearing, to suspend any market agency or dealer from carrying on business while unable to meet its financial obligations, or for failure to file a bond. Another section authorized the secretary, after notice and hearing, to suspend for a specific period, not to exceed two years, any market agency, dealer, or any officer, agent or employee thereof, or any stock yards owner, for carrying on business without having filed rates or charges, or for varying therefrom or for failure to observe just and undiscriminatory practices.

Heavy Penalties Proposed

Another section provides a fine of \$500.00 to \$1,000.00 per day, or imprisonment for not more than one year, or both, for violation of the act.

Another section provides a fine of not more than \$1,000, or imprisonment for not more than one year, or both, for doing business after suspension, or after registration has been cancelled.

Another section shifts the burden of proof in any hearing involving a new rate or charge, or a regulation or practice affecting such new rate or charge, from the complainant, the secretary, where it now rests under the present act, to the defendant, the stock yards or market agency.

Another section authorizes the secretary, after notice and hearing, to cancel the registration of a market agency or dealer, if such agency or dealer or any director, officer, agent or employee thereof, was, within 2 years prior to such notice, responsible, in whole or in part, for any violation of the act for which an order of suspension or to cease and desist might be or have been issued; or if the defendant had knowingly employed in any responsible position any person made the subject of such order; or who was responsibly connected with any market agency or dealer whose registration was cancelled within two years; or that such market agency or dealer had conducted or was conducting the business of any market agency or dealer against whom an order of suspension was in effect. Pending hearing, such registration might be suspended for a period not to exceed sixty days. Any such cancellation was to be effective for a period of one year and was to be applicable to all stock yards subject to the Act.

Control Over Personnel

It is interesting to note that the bill, as introduced, contained another section which provided that if the secretary, after notice and hearing, found that any director, officer, agent or employee of any stock yards owner, market agency or dealer was responsible, in whole or in part, for any violation of the act, the secretary could order the stock yards owner, market agency or dealer to refrain from employing, or having any dealings with, such party, for a reasonable specified period not to exceed two years.

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This last cited section was more than even the senate could stand. It provoked violent debate. It was characterized, and properly so, as giving the secretary power to create a blacklist under which a person who might have been guilty of the most insignificant violation of the act, and who might have been connected only very remotely with such violation, could nevertheless be deprived of employment and livelihood. As a result, it was stricken from the bill, and in their great hurry, the august members of the Senate neglected to amend the immediately preceding section of the bill, which required amending because of the deletion of the section I have mentioned, with the result that the preceding section was left in ambiguous and hopeless form.

Amendments Not Justified

Referring generally to the amendments I have outlined which relate solely to the stock yards portion of the act, I submit that there have been no developments in the history of the Stock Yards and Packers Act which justify these amendments. The proposed penalties are extremely severe and apply to any violation, wilful or otherwise, while under the present act, the alternative penalty of imprisonment is imposed only for wilful failure to comply with the provisions of the act.

In the conduct of the business of running a stock yards or acting as a market agency or dealer many questions arise which are matters of opinion and which a stock yards owner or market agency, as well as a producer, has the right to have determined by an impartial forum. The imposition of these severe penalties for any violation, wilful or otherwise, and the limitless powers of suspension and cancellation given to the secretary will result merely in intimidating the stock yards owner, market agency or dealer to comply with the demands of the secretary, no matter how arbitrary or unjust they may be.

Most Dangerous Change

I now come to the amendment to Title IV of the Bill, which relates to both packers and stock yards. This is by far the most vicious and dangerous provision of the Bill. It proposed to amend Section 401 of the present Act, which now reads as follows:

"Accounts and records of business; punishment for failure to keep. Every packer, stock yard owner, market agency, and dealer shall keep such accounts, records, and memoranda as fully and correctly disclose all transactions involved in his business, including the true ownership of such business by stockholding or otherwise. Whenever the Secretary finds that the accounts, records, and memoranda of any such person do not fully and correctly disclose all transactions involved in his business, the secretary may prescribe the manner and form in which such accounts, records, and memoranda shall be kept, and thereafter any such person who fails to keep such accounts, records

and memoranda in the manner and form prescribed or approved by the Secretary shall upon conviction be fined not more than \$5,000, or imprisoned not more than three years, or both."

How Section Would Read

The amendment changes this section to read as follows:

"Every packer, stock yard owner, market agency and dealer shall keep such accounts, records, and memoranda as fully and correctly disclose all transactions involved in his business, including the true ownership of such business by stockholding or otherwise. The secretary is authorized to require annual reports from every packer, stock yard owner, market agency, and dealer subject to the provisions of this act in such form or forms and relating to such matters and things connected with his business as the secretary may prescribe. For the purposes of this act the secretary, or his duly authorized agent or agents, shall at all times during the regular hours of business have access to all accounts, records, and memoranda, including all documents, papers, and correspondence, on the date that this Act becomes a law or thereafter existing and kept, or required to be kept, by packers, stock yard owners, market agencies and dealers subject to this act. The secretary may prescribe the manner and form in which such accounts, records, and memoranda shall be kept, and the matters and things connected with the business of such person which such accounts, records, and memoranda shall disclose. Thereafter, any such person who shall wilfully refuse to submit to the secretary, or to any of his authorized agents, for the purpose of inspection of any accounts, records, and memoranda, including all documents, papers and correspondence, in his possession or within his control; or who fails to keep accounts, records, and memoranda in the manner and form prescribed or approved by the secretary, shall be deemed guilty of an offense against the United States, and shall, upon conviction in any court of the United States of competent jurisdiction, be fined not more than \$5,000 or imprisoned not more than three years, or both."

Constant Surveillance

I call your particular attention to the fact that, under the amendment, the secretary has the right to prescribe, not only the manner and form in which books, records and accounts shall be kept, but also the matters and things which they shall disclose and that at all times the secretary and his representatives shall have access thereto, even though no violation or any complaint of any kind is involved. It applies to all of the records of every packer, stock yards owner, market agency or dealer, without limitation as to space or time or purpose. It will be possible under this provision, and not at all unlikely, for the secretary to demand that the books and records be

kept, not in the usual and customary manner found best suited to that business from many years of operation and experience, and not for the purpose of making possible the most economical and efficient conduct of that business, but instead in a manner solely to enable the secretary to conduct his inquiries, investigations, searches, and fishing expeditions.

It may well mean the necessity of instituting and maintaining two complete systems of accounting, two complete sets of books and records, all entailing an enormous expense to be borne by the packer, stock yards owner, market agency or dealer. It may mean, and probably will mean, the installation in the offices of the packers, stock yards owners and dealers of permanent representatives of the secretary to inspect books, records and memoranda, a permanent government staff working side by side with the owner's staff and checking every item at the time of its creation. It will entail enormous expense which can only result in the end either in a smaller return to producers upon their sales of live stock or in increased prices to the consumer.

Present Act Broad Enough

If any of you think this picture is overdrawn, I commend to you a careful reading of the proposed amendment and a thoughtful consideration of the aims and purposes of the secretary in desiring the amendment. The proposed procedure is unprecedented in the history of legislation affecting manufacturing and merchandising business. The purpose of the act is obviously to give the secretary the powers over packers he has long desired and which the courts have denied to him.

It is an attempt to have Congress delegate to an officer of the federal government powers over business. It is based upon the erroneous and untenable theory that the manufacturing and merchandising activities of the packing industry constitute commerce subject to regulation by Congress and constitute a business with such a public interest as to make that business a public utility. It is an effort to give legislative authority for fishing expeditions, unreasonable searches and seizures, and to my mind is absolutely unconstitutional.

It is interesting to note that some time after the enactment of the Packers and Stock Yards Act in 1921, the then secretary of agriculture, who was the father of the present secretary, came to the conclusion that the present act gave him practically all of the powers contained in the proposed amendment drafted by his son, the present secretary. Acting under the authority of Section 9 of the Federal Trade Commission Act, which is one of the sections incorporated by reference in the Packers and Stock Yards Act, the secretary demanded that his auditors and agents be given access to and the right to copy books of account, documents, records, memoranda and documentary evidence in the possession of the packers, relat-

ing to any of their business, to provide information for the use of Congress, and in order to enable the secretary to carry out the provisions of the act and aid him in making investigation and inquiry necessary to his duties under the Act.

The packers refused to comply with the demand, whereupon, at the request of the secretary, the attorney general, on behalf of the United States, instituted in the District Courts, mandamus proceedings against the several packers to compel compliance with the demand. The District Court held that the answers of the packers challenging the right of the secretary to examine and copy the books did not state a defense and gave judgment against the packers. The case was appealed to the U. S. Circuit Court of Appeals for the Seventh Circuit (Cudahy Packing Company v. U. S., 15 Fed. [2nd] 133) and was decided on October 27, 1926.

The decision is notable, first, for the finding that under the present act the secretary may not, in advance of any complaint or charge of impropriety or violation, examine and copy all books, records, papers, etc., of the packers, but of greater importance is the finding of the court that, even if the statute specifically authorized the secretary to make the inspection, such authority would be in violation of the fourth amendment to the constitution. I quote from the opinion as follows:

Court Decisions

"But assuming that books of accounts and records fall within the statutory authorization of the secretary's inspection, we meet the question of his right, as against the fourth amendment to the constitution, to maintain such all-inclusive demands. The demands here are so broad that to comply with them would subject to inspection all of the packers' books, records, accounts, memoranda, documents, and correspondence, in any and all their departments, and activities—as merchants, traders, manufacturers and otherwise—trade secrets, confidential communications, etc. That in proceedings under the Federal Trade Commission Act such broad and general demands contravene the fourth amendment to the constitution is sufficiently manifest from what the federal courts have said upon that subject (citing cases). While not disputing this, the government contends that such holdings are not here applicable because the Packers and Stockyards Act in effect declares the business of the packers to be charged with a public interest, and that any such business may be regulated and controlled in the same manner and to the same extent as common carriers of interstate commerce. It may be conceded that the packing business is impressed with a public interest, but, as was said in Wolff Packing Co. v. Court of Industrial Relations, 262 U. S. 522, 43 S. Ct. 630, 67 L. Ed. 1103, 27 A.L.R. 1280.

"To say that a business is clothed with a public interest is not to determine what regulation may be permissible in

view of the private rights of the owner ***. To say that a business is clothed with a public interest is not to import that the public may take over its entire management and run it at the expense of the owner. The extent to which regulation may reasonably go varies with different kinds of business."

Yards Regulation Approved

"In Stafford v. Wallace, 258 U. S. 495, 42 S. Ct. 397, 66 L. Ed. 735, 23 A.L.R. 229, the act was held constitutional. The court held that stock yards, as well as the commission men and traders there, who brought that action, were within the regulatory power of Congress. Hill v. Wallace, 259 U. S. 44, 49, 42 S. Ct. 453, 66 L. Ed. 822. The act respecting stockyards is quite similar in scope to the Interstate Commerce Act, respecting carriers. Sections 304 to 316 (Comp. St. Sec. 8716 1/4g-8716 1/4) make provisions requiring the stockyards to furnish service at reasonable rates, and to publish schedules of rates and charges; for suspension of schedules by the secretary; and for the fixing by him of reasonable rates and charges—substantially as in the case of interstate carriers.

"Respecting the packers there are no such provisions. There is no requirement for filing price schedules or authority in the secretary to fix prices. The prescribed requirements, inhibitions and restrictions are intended to bring about and maintain fair trade practices very much as with corporations generally wherewith the Federal Trade Commission is empowered to deal.

Amendments Should Be Defeated

"If the degree of impressment with public interest is primarily manifested by statutory pronouncement thereof, surely there is a wide margin between the situation of the packers and that of the stockyards. In this regard we can perceive no very decided difference in principle between the Packers and Stock Yards Act as applied to the packers and the Federal Trade Commission Act as applied to the corporations falling within its purview.

"We cannot see wherefore the unlimited inspection of books, records, memoranda, and correspondence without process of law in some pending proceeding, respecting every detail and relation of an interstate business, is any the less unreasonable in the case of the packers, under the Packers and Stock Yards Act than in the case of corporations generally subject to the jurisdiction of the Federal Trade Commission, and we perceive no reason wherefore the cited authorities respecting cases arising under the Federal Trade Commission Act are not here applicable and binding.

"Concluding, as we do, that the demands in question are so broadly inclusive as to be unreasonable, and that their enforcement would amount to an unreasonable search and seizure in contravention of the fourth amendment, the judgments are reversed and the causes

remanded, with direction to dismiss the several petitions."

I am firmly of the opinion that the constitutional objections cited by the court in the Cudahy case are applicable to the amendments proposed in the Murphy Bill, so far as they relate to packers, and that there are a number of other constitutional objections, as well. Every effort should be made by the packing industry and by business generally to prevent the enactment of this Bill, if it should be introduced at the next session of Congress. The industry should be able to demonstrate to the members of the Congress that such an Act is not only clearly unconstitutional, but that in addition it is totally unnecessary, serves no good purpose, will only bring about litigation, turmoil, and confusion, and in the end will be a detriment to the packer, the producer and the consumer alike.

CHAIRMAN SCHLUDERBERG: The next speaker will be Mr. Paul S. Willis, President of the Associated Grocery Manufacturers of America. He will discuss "The Status of Trade Practices in Our Industry."

Trade Practices

MR. WILLIS: I was born and raised on a cattle ranch in Texas, so that my first love is still the cattle business. Therefore, I think I might qualify in discussing cattle-raising problems with you.

In discussing the subject of the status of trade practices in our industry, I think it is proper I should first define briefly what is meant by "in our industry." In our association we have as members the leading food and grocery manufacturers. It includes several who are members of your Institute. The primary interest concerns itself with the merchandising and handling of packaged branded merchandise.

In bringing the manufacturers together, they more or less have a common interest and not a wide difference in their view-point with respect to the handling or merchandising of branded package merchandise. Because of the selectivity of such a group of manufacturers, it is quite interesting and comforting that we have been able, and increasingly are able, to move very much in unison with respect to such problems as arise. And all of you will agree this is becoming increasingly effective. It is important we should talk as one mind rather than as a divided mind.

In a discussion of trade practices in our industry I do not see how I can escape from referring to the results of the Patman investigation. Last year, in the last session of Congress, there was an investigation headed by Patman which dug into the activities of the larger chains with respect to their dealings with those from whom they bought. That brought into the picture very prominently the food and grocery manufacturers.

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Out of that investigation came what we referred to as the "pink sheet." This was a sheet that publicized what were always deep, dark secrets—advertising and other allowances between manufacturers and certain distributors. All of us were familiar with the "black books" which very guardedly carried this information. The fact that finally all of that information became front-page news was one of those things which all of us felt sure could not happen.

Impossible Happens

Likewise, the other thing which most of us felt could not happen was that the Congress could, in one year, have an important piece of legislation introduced and passed. But this happened. The result was the Robinson-Patman law.

In discussing this law, let me clarify our own position. So far as our association is concerned, particularly the manufacturers' end of it, we have advocated for many years an amendment to Section 2 of the Clayton Act to more clearly define and more effectively deal with the evils that were creeping into our trade practices. When the Patman bill came along, we approved of it in principle. We also approved of its intention in so far as it would correct trade evils, but we thoroughly differed with the language in which a number of its provisions were written.

We appeared at the public hearings. We filed objections, and offered substitute amendments. The only success which came out of our efforts, and we point to this with a great deal of pride, was the provision which makes the penalty for violation of the law run equally against the buyer and the seller. I have, on occasion, particularly when talking to a group of sales managers and men who are contacting the trade, mentioned that that was a life saver for them. It has worked quite effectively in that direction.

A Record for Speed

Also in discussing the Patman law, particularly in view of the fact that it is frequently labeled as unconstitutional, a number of dealers are pressing for manufacturers to continue allowances in effect prior to passage of the act. They propose that the money be put in escrow and passed along when the law is annulled. Our counsel has strongly advised against placing any money in escrow for any such purposes.

The other thing which is interesting in discussing the law is to draw a parallel between it and the Interstate Commerce Act. There are quite a few similarities. The Interstate Commerce Act was enacted in 1887. The first bill to regulate the railroads was introduced in 1829, and I think 159 or 160 such bills were introduced between 1829 and 1887. There were almost 60 years of effort before such a bill was enacted. The Robinson-Patman bill was introduced and passed in the same year by the same Congress.

Somebody raised the question as to whether or not that is a sample of the

speed with which we might henceforth expect legislation to be enacted. In this connection, I should like to tell you about it and then sound a warning.

The Interstate Commerce Act

All through the discussion of this bill before Congress, at the public hearings and otherwise, there was only a small handful of people present. At these hearings one would expect, in view of legislation as important as this, there would be a room full of people. Instead there would be perhaps 12 or 15 people present.

And this is my warning: In view of past experience we had better give heed to other bills proposed and put in our 15 cents' worth before they are enacted into law. And, even though we may have the idea they will be declared unconstitutional, I think we are better off when



TRADE PRACTICES

Paul S. Willis, President, Associated Grocery Manufacturers, talks on the situation.

we try to get such bills properly drawn before they are enacted into laws.

The situation which was charged existed in railroad circles prior to 1887 was very similar to conditions charged in industry prior to June, 1936. It was said the railroads were giving secret rebates; that they were granting lower freight rates to larger shippers; that they were extending gratuities and facilities, consisting of free transportation and otherwise, with the result that there was a definite discrimination as between one class and another. Hence the government came to the aid of the people complaining. The result was the I.C.C. Act.

Reason for the Patman Law

A very similar situation prevailed in the food and grocery industry. As the Patman investigation revealed, there was quite promiscuous giving of special allowances in various forms. Special gratuities and facilities were granted to some and not to others. The result was that the people discriminated against

were able to develop enough interest on the part of government officials to put through this piece of legislation. The same conditions prompted the sponsoring and enactment of those two laws.

I understand that following the enactment of the I.C.C. Act, it was very promptly labeled unconstitutional, just as has been the case in respect to the Patman law. Interpretations of it varied and conflicted about to the same extent as in respect to the Patman law today. Yet 49 years later the I.C.C. Act is still on the books. It has been amended 32 times and there have been an average of 2,000 cases a year tried under it up to 1930. Since that time they have dwindled down to about 1,000 or 1,200 cases a year.

Complaints have already been filed under the Patman law. Undoubtedly there will be court decisions, and there may be amendments to the act. However, I think if I were planning my business, I should do so upon the premise that the Patman law will be with us in its present or amended form rather than on a basis of wishful hoping that it will be scratched off the books. The mere fact that we think or hope a law is unconstitutional does not always make it so.

Effects in Grocery Manufacturing

In discussing the Patman law, I shall have to do so as a business man. I am not an attorney. My experience has been limited to the food and grocery manufacturing industry. I think I am qualified to speak on that because, at no time in the history of associations that I know of have association members worked so closely and as cooperatively with their headquarter organizations with respect to the Patman law. I do not think there is anything that comes up anywhere, whether in California, Texas, or wherever it may be, but what is reported to headquarters. We have, therefore, a pretty good idea of what is circulating.

The Patman law, as it applies to us, concerns itself primarily with three things:

- 1.—Quantity discounts.
- 2.—Advertising allowance.
- 3.—Payment of brokerages.

I shall briefly discuss the law from the angles of the evils which existed with regard to each; what the Patman law, in our opinion, intended to do with regard to each, and what has been the experience of our group, up to now, with regard to each.

Quantity Discounts: It was a practice in the industry that quantity discounts be allowed and very largely determined on the basis of what merchandising minds figured would bring in the most business. If they thought 2 per cent or 3 per cent sold a much larger order, that percentage was a part of the terms.

Discounts and Costs

What I want to say is that the price or discount spreads were not determined

on a basis of actual cost savings in every instance. And the fact that they were not, brought complaints from some distributors who were receiving a lower discount, perhaps for the same quantity that applied to their competitor.

The Patman law, in our opinion, intends to say that price differences are right provided one can justify them in cost savings, that is in the cost of manufacture. It is not going to be easy to determine whether one order costs less than another. In delivery cost, for example, it makes a difference whether or not one delivers off a truck. Quantities handled have a tremendous bearing on cost per stop. It costs less to ship in carload than against l. c. l. Handling costs can be justified without a great deal of accountancy work, but when it comes to manufacture and sale, I have yet to find the manufacturer who has convinced himself that he can show actual savings to justify price differences.

In order for the manufacturer to be sure of compliance with the law, he will have to consider it from two angles. On one side is the manufacturer who sells direct to the retail grocer, and delivers in small quantities. On the other side is the manufacturer who sell only to wholesalers. These latter give discounts only on carloads.

Brokerage Discontinued

Where manufacturers sell to retailer direct, the problem is pretty much one of trying to get cost figures. Many manufacturers have put on extra accountants to determine just what their costs are.

I know that some manufacturers have continued their quantity discounts, because they were not sure that these are wrong. If they thought they were wrong, they would not know where to jump. When they get cost figures they can make a decision. In the meanwhile they have taken the business risk of continuing some of the old quantity schedules. Some of them have been advised by the commission that complaints have been filed against them.

The other evil, quite a serious one, concerned itself with the payment of brokerage. In the grocery industry it has come to the point that almost every grocer wholesaler would insist upon a deduction or allowance for a brokerage. When he was questioned as to its justification he would say: "Well, you gave it to the other fellow."

We would say: "He rendered a service for it."

He would come back with: "So did I. I mailed you the order. In the final analysis that is all anybody else can do."

Those who received the brokerage applied it to costs, and thereby secured goods at a lower net price than did others who had not received it; hence the discrimination. The Patman law was intended to stop the flow of brokerage from the seller to buyer, either directly or through an intermediary. The grocery manufacturing business is now

allowing brokerage to buyers or to an intermediary of a buyer.

Advertising Allowances

The third problem is advertising allowances. It got so that the seller of merchandise could not interest the buyer with talk of turn-over and quality merchandise. The point had been reached where it was part of the buyer's job to get the largest advertising allowance from the seller. The fellow who was the best chiseler on advertising allowances most often got the order.

We think there should be regulation to deal with false payment of advertising allowances. As we interpret the provision in the Patman law dealing with advertising and distribution services, it is one of the provisions most confusing in its practical application because it says, among other things, that one can pay for advertising and distribution services, provided he make that payment available on proportionately equal terms to all competing customers.

We struggle with the word "available" and with the words, "proportionately equal terms." We have discussed these on occasions with members of the Federal Trade Commission. They have generously given us their views. It is my understanding that the word "available" means that if one makes an advertising or service payment to Jones, and Smith is a competing customer and asks specifically about an advertising allowance, one must give him the consideration of finding out and discussing with him what he has, and dealing with him on that basis.

I asked recently whether or not the word was intended to mean that one must shout from the housetop that he

has such an advertising offer to make. The answer was "No." But, and I think the line is quite finely drawn, I am informed that if one has an advertising arrangement with Jones, and he solicits Smith, and Smith asks "What is your price?" the price can be quoted. But if Smith says, "What is your best proposition?" or "What is your best price?" the seller is then obligated to say he is willing to pay for advertising service.

Industry Conditions Improved

Our manufacturers have taken advantage of the law to very largely get out from under a lot of bad arrangements which had grown up. So long as there was no law, it was quite difficult to cancel unprofitable arrangements, for there was always the threat that a competitor would step in.

When the Patman law came along, we recommended that, until it could be determined what the law means, any and all arrangements in effect be suspended. That was pretty well followed. Today very many of the large manufacturers, who showed up in big dollars and cents on the "Sphinx Sheets" are doing little or nothing. When they are queried as to their intended plans they say: "How can we do anything if we do not know what the law means?"

Other manufacturers are gradually working out advertising arrangements, doing this upon very strict and severe lines. The foundation of each contract or proposition concerns itself with three points. One is that there must be a specific statement as to services to be rendered by dealer. The second is that the services must be rendered and evidence of it submitted, and the third that payment for such services be a reasonable one.

It is quite interesting to note that, with one or two exceptions, distributors are falling into step in respect to doing business on these very specific terms. Prior to June 19 the distributor dictated terms. Today for the first time the manufacturers are in the spot where they ought to be, insofar as setting up and carrying out a merchandising policy is concerned.

When one owns merchandise he certainly ought to have the privilege of setting up terms by which he wants to sell it. His ability to do this has advanced further since passage of the Patman law than under any similar attempts under the NRA or under any voluntary agreements.

Results of Law Beneficial

Results of the Patman law to date, particularly in its effect upon package, branded merchandise for which price fluctuations are very slight, have been constructive. Probably better than 80 per cent of our members would subscribe to this. If they were called upon to ballot whether or not to invalidate or keep the Patman law, a substantial majority would vote for its retention.

Outside the package, branded field, there are many practical problems un-



Packer visitors look up when they meet Paul Kaiser, head of the Geo. Kaiser Packing Co., Kansas City, Kan., whose 6 ft. 4½ in. topped everybody at the convention.

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der this law which manufacturers have not yet solved and concerning which they would like to see clarifying amendment. This is especially true in respect to price differences.

Violations Hazardous

Two weeks ago I asked Congressman Patman for his reactions as to the practical effects of the law to date. I also asked him what various provisions meant. He very effectively waived my questions aside by saying that that is what we have enforcement departments for. They can tell what the law means.

But he does stress that he just cannot see how any company can take chances of violating any part of this law. He pointed out the cease and desist order—that isn't so bad; going to jail—that isn't so bad; paying a fine up to \$5,000—I guess we could stand that. But, he says, one might have all three of these penalties imposed. And then, in 1942 or 1945, in some states, some customer can sue for something that happened in 1936. If he wins his suit and collects his triple damages then what is to prevent some firm's other thousand customers around the country from doing the same thing? The severity of this law can put any company out of business over night so Mr. Patman cannot see how anybody has the stupid courage to violate it.

Mr. Patman also said that the trend in Washington is definitely toward this regulation. Regardless of who is elected president, if this law shows by experience that it has certain weaknesses in contrast with what the bill intended, steps will be taken very quickly to amend the law in order to accomplish its ends.

Mr. Patman has a new bill which is to be introduced at the next session. This is intended to take the manufacturer out of retailing and the retailer out of manufacturing. Just how far that bill will go I do not know. Comments are that it will not pass. I had the poor judgment to bet a red apple last year that the Patman bill would not be enacted. I lost that bet, so I am not going to bet any more apples on anything Mr. Patman produces.

Complaints Numerous

The Commission advises they are receiving a vast number of complaints. They try to sift these and to clear up those which are largely prejudicial without letting them become a formal complaint. I understand they are able to adjust quite a few.

When a complaint shows up in which there is evidence of discrimination it is passed into the second stage, that is to the division headed by Mr. Horton.

Right now the Commission is concerned quite a bit with the matter of hidden demonstrators. They have found these in a lot of industries and in department stores. The Commission takes the position that when a housewife goes into a store to buy X brand and a clerk persuades her to take B brand, she as-



SPEARING THE BACTERIA

Dr. W. Lee Lewis is armed with scientific knowledge of practical value to packers.

sumes the clerk is one of the store employees. As a matter of fact she may be paid by a specific manufacturer.

You may have seen in the papers news of plans to have a bill patterned after the Patman law introduced in all state legislature next year. At the headquarters of the Retail Grocers Association, 13 states up to a week ago had made application for such a sample bill. We have taken the position that we think it would be a mistake to enact laws patterned after the Patman law forty-eight times, and that we should postpone, or discourage any such effort until we know from practical experiences what changes are to be made in the Patman law.

State Laws a Possibility

Can you imagine the confusion if each of the 48 states had a law which, in some respects, was different from the others? There would be set up a nice field for the lawyers. Every salesman would have to have a lawyer along with him. If we think they can not put these bills through in each state, we have another think coming. Those things do happen. I think it is up to us to be alert and to take an active part in opposing such legislation.

Complaints from distributors invariably concern themselves with the fact that they can not make any profit on their goods. While the Patman law deals in a minor way with the fact that one shall not sell at unreasonably low prices, nowhere in these proposed bills is there any effective legal effort to stop the low-cost selling.

It seems to me that distributors who are interested in prevention of below-cost selling are interested so much in telling what one shall or shall not do that they forget all about their own below-cost selling.

We have just gone through a period of depression during which the consumer's dollar was stretched as far as it could be stretched. Regard for quality was cast aside, in many instances. Now we are coming to a point where there is a greater amount of money available for purchasing. The trend is very definitely toward quality merchandise. This situation, with the effects of the Patman law, will take chiseling and false allowances out of the picture we hope. It seems to me that good merchandising and good advertising have a better chance of showing themselves from now on than they have had in many years.

Watch for Two Bills

In closing I want to leave this warning: At the last session of Congress there were two bills lost in conference. Undoubtedly they will come up again next session. One deals with the Wheeler anti-basing point. This is designed to set up requirement of f.o.b. shipping point pricing.

The other was the Scott bill which proposed to set up a central bank with a capital of \$75,000,000 for development of consumer cooperatives. If these bills come up, or if any other similar bills come up, you had better analyze them and see what the effect on your business will be. If you do not like them, say something about it.

CHAIRMAN SCHLUEDERBERG: The next speaker will talk on the subject, "Legislative Panaceas and Some Specifics." He is Mr. H. T. Austern, counsel for the National Canners Association.

Panaceas and Specifics

MR. AUSTERN: There are some common denominators entering into the problems affecting the canning and meat packing industries. It is about some of these common denominators that I wish to speak this afternoon.

In so doing, you will perhaps have the paradox of a lawyer inveighing against too many laws. For, in my judgment, one of the most undesirable trends manifested in this country in the 18 years since the World War, and bearing rather directly upon the food processing industry, has been the growth of the idea that all commercial ills can be cured by regulatory legislation. It is perhaps striking, to use a timely illustration, that among the first reactions to a demonstration of a mechanical cotton picker has been the announcement by one of our more militant Southern governors that he will propose state anti-cotton picker laws.

Similarly, the introduction of labor-saving machinery, the discovery of new uses for imported or waste commodities, the evolution of new methods of distribution—each in turn has evoked a legislative panacea designed to maintain the commercial status quo by law.

Very often for political, and occasionally for constitutional, reasons such statutes are drafted in terms far more

general than the particular type of control desired, and hence have a wider application to business as a whole than their sponsors ever imagined. Perhaps the classic example of this type of commercial doctoring by statute is the Robinson-Patman Act.

Legislation Defined

It is desirable at the outset that we understand the kind of legislation to which I refer. Ordinary policing statutes, such as those directed against crimes of violence, against the perpetration of frauds—like the Blue Sky laws or the Federal and State statutes seeking to prevent stock jobbery—are certainly proper. All regulation is not bad merely because it regulates or because it adversely affects particular individuals or groups.

Nor do I intend to question expenditures for relief or the passage of socially desirable statutes, such as unemployment insurance, workmen's compensation, insurance of bank deposits, or other forms of ameliorative legislation common throughout the world. I am considering today only the type of unnecessary regulation which I have termed a legislative panacea.

By a legislative panacea I mean a statute, state or federal, which is not a policing or regulatory measure in the true sense but which is enacted for the purpose of curing what is thought to be a competitive business difficulty. Usually, such measures are sponsored by particular groups who in the competitive struggle have suffered disadvantage. Hence, the cry goes up for government intervention, for government regulation, for business adjustment by legislation.

Curiously enough, this type of governmental tinkering with business is not at all new. Throughout the Middle Ages when government by decree flourished in form as well as in substance, literally thousands of rules affecting the conduct of business were promulgated at the instance of the then powerful trade guilds. In England, we have seen a series of enactments aimed at curing competitive ills beginning as far back as the famous Statute of Laborers in the Fourteenth Century following the Black Plague, the Monopoly Acts beginning in the reign of Elizabeth, the Corn Laws of the last century, and a host of others.

Laws and More Laws

In a recent brilliant article in the Atlantic Monthly Walter Lippmann tells us that under the famous system of règlements whereby Colbert, the minister of Louis XIV, sought to codify industrial law in 17th century France, regulations for the textile industry alone occupied four quarto volumes of 200 pages each and three supplementary volumes. Each district in France had detailed rules as to warp, woof, color of thread, width of cloth, and the like. Mr. Lippmann concludes that:

"What Colbert did under Louis XIV was precisely what General Johnson and

Secretary Wallace did under President Roosevelt. Colbert regulated industry and agriculture by fortifying and subsidizing the established producers, and he tried to be thorough. . . . The manufacturers of Saint-Maixent 'had to negotiate for four years before they could secure permission to use black warp.' They never were allowed to weave in black weft.

"Naturally the system did not work very well. The more the règlements were violated, the more they were multiplied. Lawsuits were endless, smuggling and bootlegging omnipresent, and every so often the government set out to prove that it not only issued regulations but meant them. . . . On one occasion in



PANACEAS AND CURES

H. T. Austern, counsel, National Canners' Association, gives some good advice.

Valence, 77 were sentenced to be hanged, 58 were to be broken on the wheel, 631 were sent to the galleys, one was set free, and none were pardoned." Compared with its historical analogue, the Blue Eagle was, after all, a relatively tame bird.

Nevertheless, since the turn of the century this desire for unnecessary government regulation has had an extraordinary growth in this country not only in the field of private morals but also in the field of business. Perhaps in the field of private morals the fancy for government control reached its peak in the days of the famous Blue Laws in the eastern seaboard states, and suffered a final death blow in the debacle we now call the Prohibition Era.

But in the field of business the idea is flourishing. We saw a lusty but early withering example in the NRA. We had a companion attempt, not yet completely curtailed, in the AAA. We have the Robinson-Patman Act, although just what this statute means and whom it will help is a matter I leave to you.

Government Nursing

Pending in Congress at the close of the last session were many more such

measures than you would ever imagine. The Wheeler Anti-Basing Point Bill was perhaps the most significant example of a legislative panacea which would probably change selling practices almost as widely as the Robinson-Patman Act. Proposals for compulsory Federal incorporation are certainly not moribund. And, like the catalogue of the Greek ships in the Iliad, one could list almost 100 examples of proposed legislative surgery or legislative crutches for disaffected business groups.

Why has this movement for government nursing of the business patient flourished? There are many reasons which might be elaborated but which in the interest of time can be but suggested. The first, and most obvious, is that in the last 50 years business has become very complex. Apart from such devices as intercorporate holding companies, the development of so-called national distribution, the speeding up of transportation and communication, it is almost a commonplace that the business man of today must know a great deal more than he had to know fifty years ago.

Indeed, most of the large universities now have graduate schools of business administration. Whether one recognizes this new complexity by attributing it to the requirements of a higher standard of living, or whether one calls it technological improvement, or any other name, the fact of its existence must be recognized. Those of limited ability today have a more difficult time in business.

Reason for Panaceas

The second and almost equally obvious cause is that in periods of depression and industrial stress, business men, and the public at large, become impatient. The desire for action overwhelms the necessity for thought. While in private affairs one is naturally hesitant about authorizing drastic surgical intervention or any speculative treatment, in the field of politics the popular desire makes a compelling necessity that governmental authority "do something." This tendency is not limited to the United States alone, but is truly worldwide.

In Europe we have many examples of the growth of the authoritative state, sometimes called the "corporate state." Wholly apart from currency tinkering, international barter, external quota systems, and the like, internally in these countries is found the most complete example of government regulation of each and every detail of business. Whether this is good or bad in Europe is beyond the field of my discussion, but again we should recognize the almost world-wide scope of the feeling that the only way to salvation lies in more and fuller government control.

Turning again to this country, it might not be amiss to suggest that the growth of the desire for governmental pampering of disaffected business, may be attributed in part to a softening of backbone and a lessening of individual

initiative. Perhaps a story told me by a food broker is indicative. Twenty-five years ago in the marketing of a particular canned product, primarily packed and distributed from a large Pacific Coast city, the market for that product in East Coast cities had been developed largely through the efforts of some so-called primary market brokers.

How Brokers Solved a Problem

One or two canners, after their broker had developed, let us say, the Philadelphia market, would make a trip to Philadelphia and arrange with the buyer to sell him directly at a lower price without the intervention of the primary market broker. Whether such action was reprehensible or not is beside the point. It obviously put the broker in a disadvantageous position.

But in those days it was not the fashion to shout for legislation, or to suggest the registration of brokers, or to charge discrimination. Instead, it was the fashion to do some thinking about one's own problems. In this particular case the brokers realized that the way to stop the practice described was to retain control of the market they had developed. This, they concluded, could be readily achieved through the control of the brand label.

Consequently, instead of appealing to the state legislature or the Federal Congress, they changed their practice so that in developing new markets for this particular product they developed them under labels which they, the brokers, controlled. Today, I greatly fear, in like circumstances, there would be very little thought but a great deal of heat and agitation for more legislation.

Government Defined

It seems to me that this tendency toward securing legislative panaceas for the purpose of remedying commercial ills and competitive difficulties of this sort, is undesirable if not highly dangerous. It necessarily leads, in my judgment, to a great many bad results. In the first place, it might be suggested that basically the entire attitude is founded upon a possibly false premise as to the nature of Government. We tend to think in words, and not the least magic of such words is "Government."

What is "Government" to which these groups want to refer all of their own problems? It is but a collection of individual men, not wholly unlike those outside the Government. These men are not omniscient nor necessarily efficient. They are not, in some cases, completely informed as to what is going on in the business world or what the real problems happen to be.

Unlike Great Britain, we do not have a traditional, politically free, trained group of Government executives. The only possible distinction between executive personnel in Government and outside is that it might be said the former are not primarily concerned with the matter of profits.

But since presumably business is con-

ducted for the purpose of achieving a reasonable return on investment, it is somewhat difficult to see how this difference, where present, serves to make any particular group of men, who happen to be Government employees, better equipped to solve business problems than a group of men actively engaged in business. Government officials have, of course, authority and it is in connection with the exercise of such authority that other difficulties arise.

Panaceas Undesirable

For the second reason which I believe makes such legislative panaceas highly undesirable, is that, as usually drafted, they are either general to the point of vagueness or else detailed to the point of absurdity. Where a particular piece of legislation is as general as was the late NRA—where, except for certain labor provisions, the statute might well have been merely a direction to the President to do something about the depression—there necessarily must be omnibus delegation to minor Governmental officials.

The exercise of such delegated authority invariably leads to what one might call "personal Government." Even when adequately armed with information and when acting in the best of faith, a Government official sitting at a desk in Washington can not intelligently decide hundreds of detailed problems in consistent fashion.

We saw under the NRA that more often than not the question of exemptions, exceptions, the ability to work longer hours, the permission to purchase additional equipment, etc.—all of these questions were decided, not according to any particular standard, but solely because a particular individual had the authority to make a personal decision.

This needs no elaborate argument for

condemnation. And, unfortunately, delegated authority and personal Government frequently have two concomitants. Very often a personal decision can still be made even though the unexpressed reasons in back of it would not stand analysis. And such personal decisions are frequently made, not on the basis of information, but solely out of the compelling necessity to try something—anything!—and thus satisfy a particular delegation which has come to Washington.

Business Maladjustments

Where a legislative panacea is not so general as to require virtually unlimited delegation, it is frequently so detailed as almost to stifle business operations. And, as we can see from the Robinson-Patman Act, the fact that a particular statute is detailed in statement has no relation whatever to its clarity. The result is that further business maladjustment results.

One of England's most brilliant legal historians, Maitland, has called the law a seamless web. Even more so would business appear to be a seamless web. Apply pressure at any one point and necessarily there is increased tension and possibly a bulge at some other point. Frequently, a statute which seeks to make detailed regulations in respect to particular business problems necessarily causes maladjustment in some other part of industry.

One of the most interesting examples of this sort of maladjustment was offered by the processing tax. A tax was imposed on cotton. Immediately the charge was made that this put cotton at a competitive disadvantage with paper and jute. Accordingly, a compensating tax was placed on paper and jute. Immediately this led to the charge that paper and jute were placed in a competitively disadvantageous position with other fibres.

One Law Breeds Another

In your own industry, a processing tax on hogs led to a charge that hog products were placed in a competitively disadvantageous position with beef, lamb, and fish. In the hearings on this inquiry, the ambit of possible competitive maladjustment extended to poultry, eggs, meat substitutes, etc. If you touch the food trade, in particular, at one point, you are quite likely to cause a result at some point far remote and possibly unknown.

Consequently, any legislative panacea of the type I have described, which seeks to make detailed regulation for a particular industry or even part of an industry, invariably causes maladjustments in some other industry through shifts in consumption, substitution, and the like.

My fourth difficulty with this type of legislation is that one enactment breeds another. Possible analogies to biology suggest either guppies or the famous guinea pigs in Ellis Parker Butler's story "Pigs Is Pigs." The protective



CONSUMER CONSIDERATION

President A. W. Paulin of Richter's consuls with Mrs. Alice Garrett, his home economics expert, on ideas to please the consumer. (Photo TeePak News.)

tariff originally established for so-called "infant industries" certainly outlasts the minority of such industries, and leads to demands for tariffs by all industries and by agriculture.

The processing tax, enacted as part of an agricultural program, leads to processing taxes in many other industries. It is perhaps interesting to observe that even at the present time we still have in the existing revenue laws processing taxes, or under their new name, manufacturers excise taxes, on rubber tires, whale oil, fish oils, sesame, hempseed, perilla and other vegetable seeds, cocoanut oil, palm oil and their products, and numerous other commodities.

Promise but Don't Perform

Once you have an enactment proposed as a cure-all for a particular business difficulty, invariably other groups want their ills treated in the same fashion. At the present time, with the Robinson-Patman Act widely misunderstood, we find not only a movement for its clarification, but a strong demand for similar state legislation in the form of little Patman bills.

My last objection to legislative panaceas is that they invariably promise more than they perform. Usually, the index of enthusiasm reaches its peak at the date of enactment. Unfortunately, once particular rules are crystallized in legislation it is difficult to have them changed or repealed. As a lawyer my main objection to these legislative cures is that they tend, I fear, toward weakening the force of law and order as a whole.

Since the days of the Boston tea party the American people have had a peculiar tendency toward multiplying laws and winking at violations. Prohibition did more to bring law as such, and the courts, into disrepute than any other enactment. Some of the New Deal legislation warrants the same charge. Where you have a statute misconceived, hopelessly vague, or specific to the point of shackling ordinary operations, you inevitably invite violations.

Disrespect arises not only on the part of the die-hards, but quite frequently from those who in the early stages sponsored the legislation but who now feel that its promises were wholly elusive. No law can be enforced if legal action is necessary against every individual. Consequently, where these legislative panaceas do not perform what they promise, violations result, and disrespect for law as a whole inevitably follows.

Industrial Leadership Needed

It is one thing to catalogue a list of reasons why a particular tendency is undesirable and probably inimical to our best interests. But it is not enough to do so. One must if he is intellectually honest, suggest an alternative and possibly better method for remedying competitive abuses. It seems to me that there are at least three specific methods for checking this undesirable tendency



SIX MAKE A CARLOAD

But when six Portland, Me., heavyweights have to squeeze into a pullman drawing room to get to the convention, the I.C.C. is liable to take notice of the traffic violation. SEATED (left to right): Geo. R. Lewis, Pine State Beef Co.; Louis Teeter (200), Armour branch manager; Herbert Smaha, retailer. STANDING (left to right): Bernard Stearns (270), Cummings Bros.; Jos. F. Jordan (304), Jordan's "Ready to Eat Meats"; Geo. C. Kern (233), John Kern & Son. Lightweights Lewis and Smaha got squeezed!

toward unnecessary regulation of business.

The first is the need for industrial leadership in correcting abuses in business. This is often difficult because of competition. The famous 10 per cent of malefactors can, of course, injure every one else in the field. But the existence of competition as a curb of leadership in the correction of obvious abuses, does not necessarily mean that government intervention is the only way out. If real leadership,—enlightened, progressive, and not reactionary—is offered, it would seem that a sufficient number of business men in a particular industry will follow.

Where any method of competition tends to place any group in the industry, or among those to whom it sells, in an unreasonably disadvantageous position, leadership in extending a helping hand will do much to obviate appeals for legislative intervention. In correcting competitive abuses there are many ways, and preferable ones, whereby recalcitrants can be reformed. Leadership in public and forthright condemnation of practices which violate business ethics, will do much to curtail such abuses on the part of those who deem it worthwhile to command the respect and good-will of their fellow manufacturers.

Cooperation Among Businessmen

But industrial leadership by itself is not enough. No man, or group of men, can devote enough time to what one might call extra-curricular activities. The second important requirement is cooperation among business men either through trade associations or in other ways. It would not be in order for me at this point to offer a pep talk concern-

ing cooperation, accompanied by the usual legal warnings about the anti-trust laws.

The presence here today of this group of men, the code of ethics approved and in force in this industry, and the common knowledge of your splendid record in cooperating with each other in your own and the public interest—completely attest your realization of this second requirement.

But the last, and in my judgment, most important specific is education by business as to what business is and what it does. This is probably of greater importance in the food processing industries than in any other. For you are the mythical and historically challenged middleman.

I referred earlier to our tendency to think in words. No single term—not even "Wall st." or "King George"—can arouse the vague concepts and passion that the term "middleman" does. Of course, we here know what the middleman does—how he processes and carries food from season to season, and from place to place, and delivers it in wholesome and edible form. But the type of intellect to which your education must be directed is not the type which can readily understand the processing and distribution function. It is measured rather by the small city lad who was honestly puzzled, on seeing a pint size milk bottle, as to how the cows could sit on such small bottles.

Propaganda Required

The average man purchasing a 10c sandwich at a drug store, understands that the bread and cheese which he gets cost but a penny or two. But he sees the counter-man, he realizes that store rent must be paid, and he either sees

or appreciates the waste incident to keeping a fresh supply of food. But the same individual has difficulty in understanding why, if a fisherman is paid 3c lb. at the fish wharf in New England, he must pay 12c or 15c lb. in Omaha.

He cannot visualize the handling, icing, transportation, re-handling, possible spoilage and waste involved in processing and transporting food. Possibly similar ignorance exists in respect to the processing and selling of livestock products.

This gentlemen, is the sphere of education to which your efforts must be directed. Undoubtedly such efforts will be called propaganda—but that is just another word. In such educational activity, however, it is not amiss to suggest that the business man must himself be clear-headed.

At the present time, there is much talk and considerable agitation concerning consumer, coöperatives and other types of coöperative organizations. There are governmental committees, Washington letters, chamber of commerce reports, trade discussions, articles in trade papers—it is a topic that is red-hot, but there is a great deal of heat and not a great deal of light.

Now coöperative associations or consumer organizations are banners under which march a great many diverse groups. The problem from the point of view of business is not the form of the organization. In some respects a publicly owned corporation may be deemed a coöperative association of its stockholders. The real basic issue is whether the coöperative is to compete with private business on the basis of capital actually invested or whether it is to be directly or indirectly subsidized.

Where Education Might Start

We must know whether you are to compete with organizations which have interest charges and taxes to pay, similar to your own, or whether the so-called coöperative or consumer group is to be given special dispensations. It seems to me to make little difference whether a particular business in which capital is invested, and on which capital a fair return is to be earned, is owned by an individual, a partnership, an association or a corporation.

On the other hand, if that business is subsidized, to provide a so-called "yardstick," or for any other purpose, so that in competing with private business it can disregard fixed charges, and forget taxes, it seems to me that objection exists irrespective of whether the subsidized unit is organized as a coöperative or a corporation.

In these circumstances, it seems to me that nothing would be achieved by shouting from the house tops about consumer coöperatives. To do so would be merely to bandy words, not to educate. The important point on which education is necessary is the basic issue whether private industry, in which men and women have invested their capital, is to compete on a fair footing with

other invested capital or whether it must compete with subsidized business organizations. Whether or not you agree with my analysis, this is offered merely as an illustration that before you begin to educate it is necessary for you as business men to think a problem through.

This third method of meeting, and I trust, eradicating the undesirable tendency toward complicated and harassing regulation is the best. Every American believes in education, and a large share of our national income is devoted to the support of our schools. We do this on the assumption that by and large people can understand the facts of a situation if it is simply and intelligently presented to them. I am confident that in respect to the food processing industry this can be done. I am confident also that if it is done, we shall see a diminution of, and perhaps an end to, the ability to rouse large groups of people against the mythical, vicious middleman. If accompanied by courageous leadership and coöperation within the limits of the anti-trust laws, I think it will do a great deal toward curbing the desire for legislative nursing of business.

Finally I am hopeful that it will bring business peace. About 30 years ago a lawyer, now a justice of the Supreme Court of the United States, appeared in opposition to an extension of the tariff laws. The statement he made then is one which finds many an echo today:

"This asking for help from the government for everything should be deplored. It destroys the old and worthy, sturdy principle of American life which existed in the beginning when men succeeded by their own efforts. That is what has led to the evils of the protective tariff and other laws to that end, by which men seek to protect themselves from competition. Never before did I realize the rightfulness of the movement we stand for and to which all must flock if they will save themselves and save American civilization. What we need is peace, business peace. Let us have it and the people will work out their own salvation."

The meeting adjourned at 4:40 p.m.

Third Session

Tuesday, October 13, 1936.

MEETING convened at 10:20 a.m. Jay C. Hormel, vice chairman of the board of directors presiding.

CHAIRMAN HORMEL: The first speaker is J. R. Wiley, Associate in Animal Husbandry, Purdue University, Lafayette, Ind.—Mr. Wiley's paper is entitled "Practical Methods of Improving Hog Production."

Improving Hog Production

MR. WILEY: First: The approach to the solution of practical problems in improving hog production must be from the viewpoint of needs of the packer in his pork and pork product trade. This is the only basis on which sound lasting improvement can be built.

Second: Knowing the needs of the fresh pork and pork product trade, the individual producer or a group of producers must consider thoroughly his or the territory's production problems and strive to produce market hogs that will fit into trade's needs and which are the most profitable.

Third: The job of producing high quality market hogs that will meet the needs of the packer in his various trade requirements necessarily requires that the packer take into account the farmer's production problems as well as the farmer taking into account the packer's trade needs.

I shall proceed with a brief discussion of the packer's trade needs, which are not out of line here, even though many of you know these needs much more intimately than I do. You all receive consumer complaints like the one a packer received not long ago. It read: "I want loins without fat in the lean." This is an utterly absurd complaint, for such lean is impossible except in lean toughened by a lot of hard work. No one would want meat of this kind, which would be tough and tasteless.

Packers Hog Needs

Briefly: the packer's market hog needs are four essentials:

First: Well finished hogs that dress out high.

Second: Hogs which produce carcasses that chill out firm.

Third: Carcasses that cut first quality products.

Fourth: Cuts of proper weight to meet general trade needs.

There are a lot of other detail things that come in, of course, but those are the four main ones.

Market hog requirements are more or less uniform as to dressing, firm carcasses, and quality cuts, but there is a wide variety in weight of market hogs required to produce weight of cuts customers want.

Market hog weights range from pigs that go on the platter with an apple in



KAMMERT LEARNS TO SHOOT

their mouths, to heavy butchers weighing 350 lbs. and more; from the needs of the bachelor girl and bridge-playing mamma in the kitchenette, to the human appetite of lumber and mining camps. That is a mighty wide spread.

Finish and quality of market hogs may also vary. There is a market at a price for any hog, light or heavy, chuffy or rangy, thin or finished, sick or healthy, with quality or lacking in quality, but demand for off-grade products forms a small part of the trade.

The Farmer's Job

The ideal market hog: The farmer's job is to produce ideal market hogs that meet all various requirements of consumer demand. Barrow shows have attempted to set up an ideal for such hogs. Purdue University barrows have been successful in winning first and grand champion at the International Livestock Exposition, but Purdue is ready to change the type and finish of its show barrows if the packer points the way.

Is there such a thing as an ideal butcher hog from the packer's view point? This matter has been considered seriously by prominent men of the Institute, but no formal action has been taken. An individual packer wanting a 180-lb. to 210-lb. hog, could of course, easily formulate requirements for his ideal. But that is a very different matter from an ideal butcher hog for all packers in the country.

Is there an ideal hog from the standpoint of all hog producers, with all varied conditions under which hogs are produced? There is the two-litter-a-year farmer and the one-litter-a-year man; intensive producer vs. extensive; needs of the cattle feeder and those of the dairyman; full feeding from birth to market at 6 months vs. growing shoats, fattening them out later and selling at 9 to 10 months, or even older. Can top butcher hogs weighing 160 to 180 lbs. be produced from the same breeding stock as top butcher hogs weighing 325 to 350 lbs.?

Eastern Bulk Requirements

Ideal? Perhaps not for all packers and all producers—probably not. If not for all, an ideal for the bulk require-

ments of eastern packers and eastern farmers may be feasible. A couple of examples of bulk eastern requirements are as follows:

First: I use Kingan and Co. of Indianapolis to represent the eastern Corn Belt packer. According to the company's statement, made after careful consideration, 95 per cent of this company's butcher hog needs are for those weighing 150 to 250 lbs. Not over 5 per cent of their needs is for hogs over 250 lbs. Ninety per cent of this 95 per cent is for hogs weighing 180 to 240 lbs.

Second: An Indianapolis order buyer—one of the largest order firms on the market—purchased over a half million hogs at the Indianapolis market in a recent year. These averaged 194 lbs. Over 340,000 of these hogs were shipped east. They averaged 184 lbs. The remainder averaged 216 lbs. and were too heavy for eastern trade. They were sold locally at Indianapolis order to eastern Corn Belt packers rather than to the seaboard packers.

These examples are no doubt typical of the eastern Corn Belt and eastern seaboard packer needs for butcher hogs, for the Indianapolis market caters to both needs. Hence there is a very narrow outlet in Indiana for heavy butcher hogs. Relatively few are produced compared with 15 to 20 years ago. There were a great many heavy butcher hogs produced in Indiana by feeders who sold them in the late summer at weights of 275 to 325 lbs., but that business has very largely passed. There are very few Indiana farmers who are practicing it at the present.

Production in Indiana

Indiana is in a logical geographic position to cater to this eastern demand for well finished butcher hogs weighing 160 to 240 lbs. The state is close to the eastern territory and has excellent shipping facilities. It has a climate adapted to year-around hog production, and a plentiful supply of hog feeds.

Cost of production in Indiana is somewhat higher than in the West and Northwest. Feed costs are somewhat higher; and equipment costs higher due to early spring farrow. Hence Indiana farmers are forced to seek methods of production to overcome this handicap.

This economic situation is met by more intensive methods of production than are followed in the West and Northwest. Generally Indiana farmers produce two litters a year. From 1931 to 1935 (excluding 1934 because of corn-hog contracts) Indiana farmers raised 85 per cent as many fall pigs as spring pigs. In Iowa about $\frac{1}{3}$ as many fall pigs as spring pigs were raised during the same year.

Due to more intensive methods of production the bulk of Indiana hogs are marketed at 6, 7, and 8 months of age at relatively light weights, when market supplies of such hogs are relatively low and market prices high. The highest hog receipts at the Indianapolis market are during October, November, and December, according to stock yards reports. Bulk of Omaha hogs run during December, January and February.

Production Factors

Production of two litters a year, with so-called spring litters being farrowed from January to May and bulk farrowed February to April—March being the peak—combined with fall farrow, early August to the middle of October—first half of September being fall peak—tends greatly toward marketing of Indiana hogs throughout the year. This fits in with packer's need for an all year supply of light weight hogs, particularly for the fresh pork trade.

What are the factors of intensive production in Indiana that enable the Indiana farmers to compete with the West? Primarily three production factors are involved in Indiana's more intensive method of hog production. The first is full feeding of both spring and fall litters, with use of a good protein supplement, such as packinghouse tankage.

It was back in the late '90s and early 1900's that Purdue started the first experiment station studies in the country on use of tankage in supplementing grains fed to hogs. In that work, tankage was found to be a decided saver of farm grains in hog production.

Gradually feeding of tankage spread through Indiana and the Corn Belt, and by 1915 the farmer's desire, as well as his needs, for tankage had become greater than the packinghouse supply. Hence, the Purdue Experiment Station, along with other agricultural experiment stations, started more intensive investigations to find new sources of supply. Linseed oil, cottonseed meal, semi-solid buttermilk and other protein supplements were studied. None of these, however, proved particularly satisfactory. None of them could be produced on the farm where hogs were raised.

Protein Supplement Supply

About 1920 Purdue started a thorough series of experiments in the use of soy beans as a supplement in hog feeding. At that time it was estimated tankage supply of the country was not sufficient to meet the needs of over $\frac{1}{2}$ of the hogs produced. The situation is about the



EQUIPMENT DEAN AND SUPPORTERS

Source of the stimulus in development of ANCO equipment for the industry: (left to right) Norman J. Allbright, Wm. J. Allbright, dean of the equipment field, John G. Allbright, Dr. A. O. Lundell.

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same today. That is to say, if all hogs were to get the protein needed from birth to market, there is only one-sixth enough packinghouse tankage produced in the United States to supply that need.

The only home produced source of protein supplement was skim milk and other milk by-products. These were estimated to be sufficient for another 1/6 of the hogs produced. Hence, for 1/3 of the country's hogs there was no adequate source of protein supply to use in making intensive hog production more profitable to the eastern Corn Belt farmer. And an adequate supply of protein is essential in the intensive method of producing hogs so as to make hog production profitable in the East as compared with the West.

A great deal of criticism has been pointed against the use of soy beans in hog feeding because of the danger of soft pork. However, a farm source of protein supply was needed in hog feeding and soy beans could be produced on the farm where the corn and hogs were grown.

Soy Beans for Hog Feed

Purdue approached the problem from the standpoint of learning how to handle soy beans in hog feeding so as to prevent soft pork. In this work we had the cooperation of the U. S. Department of Agriculture in killing our hogs at the federal killing plant at Beltsville, Md. At that time a number of other states were cooperating with the government in the same work. Bulk of evidence seemed to condemn use of soy beans in hog feeding because it results in soft pork.

However, we have continued our studies of soy beans as a hog supplement in cooperation with Kingan & Co., which has done the killing, grading and curing work required. In recent years, soy bean oil meal has been studied extensively. The latter, with the proper mineral mixture, has proved to be as good a supplement to use with corn in pork production as packinghouse tankage, both from the standpoints of finish and quality of pork and pork products produced, and of the farmer in economic production.

As a result of this work, the Purdue Experiment Station recommends the use of soy beans and soy bean oil meal in the following ways:

How to Feed Soy Beans

1.—In dry lot, corn and raw soy beans, with mineral, may be self-fed, free-choice, to fattening shoats from 125 lbs. to market weight.

2.—On legume pasture, corn and raw soy beans, with mineral, may be self-fed, free-choice, to fattening shoats from 75 lbs. to market weight.

3.—Soy bean oil meal may be self-fed, free-choice, with corn and minerals to shoats weighing from 50 lbs. to market weight, either in dry lot or on pasture.

Hogs receiving corn and tankage on pasture were ready to go to market



about 3 weeks sooner than those that received only corn on pasture.

Killing tests by Kingan & Co. have shown that using these methods of feeding soy beans and soy bean oil meal, hogs dress out firm carcasses of excellent quality. The safest form of soy beans on the farm is soy bean oil meal. In Indiana, during the past year or two, companies manufacturing soy bean oil meal have given farmers a ton of soy bean oil meal for each ton of soy beans delivered at plant—an excellent exchange for the farmer.

Another line of experimental work on intensive hog production was a series of tests covering 5 years on full feeding spring pigs on legume pasture, corn and packinghouse tankage, compared with corn alone on pasture and corn in the dry lot.

Feeding Test Results

For average feeding period of 90 days results were as follows:

| | Feed per 100 lb. Initial Final gain Weight Weight Gain |
|------------------------------|--|
| Corn (no pasture) | 638 73 125 52 |
| Corn and pasture | 364 73 194 121 |
| Corn, pasture and tankage | 329 73 224 151 |

Corn, pasture, and tankage self-fed did not make more economical gains than corn and pasture, but hogs on former ration went to market about 3 weeks earlier in fall, selling about \$1.00 per cwt. higher than hogs that got only corn and pasture.

Hence, packinghouse tankage, self-fed with corn during the summer, enables the farmer to market good lightweight hogs when the supply is short. Corn alone in dry lot was not economical

INTERESTED LISTENERS

One of the section meetings gets some good information.

to either farmer or packer because of lack of finish of some hogs.

The second factor of intensive production has been an extension project entitled "How to Grow Thrifty Pigs." During the past 10 years this program has been carried out in cooperation with county agents and farmers. Farmers who are having trouble with unthrifty pigs are selected as cooperators. Hog schools are conducted at which farmers witness unthrifty pigs dissected by veterinarians. In 90 per cent of the cases round worms are found.

A program of sanitation is then outlined, involving clean farrowing quarters, clean brood sows when they go into quarters, and clean pasture for sows and young pigs. This procedure prevents round worm infection. When round worm is prevented, practically all other pig ailments are solved.

The Thrifty Pig Program

At these meetings 12 or 15 farmers usually agree to follow out the thrifty pig program. Two series of letters are sent to each of these cooperators at seasonable times. These outline steps in the sanitation and feeding program.

Always in this program, full feeding with a supplement is recommended. From the time pigs will eat at creeps until they weigh 60 or 70 lbs. this pig starter ration is recommended: Seventy pounds coarse ground corn; 20 lbs. coarse ground wheat; 10 pounds packinghouse tankage.

After pigs weigh 60 or 70 lbs., recommended ration is corn and packinghouse tankage or soy bean oil meal with min-

eral. Another good supplement may be used if economically available.

One farmer started on the thrifty pig program in the spring of 1931. His sows farrowed in late February and early March. Under the old unsanitary way his hogs went to market at 190 lbs. in November. The first year, under the thrifty pig plan, his spring pigs went to market in August. They averaged

litters on which cutting tests were made. These litters cut out about 50c per cwt. more than average of standard calculation used by the company for market run of hogs of similar weights. Hence full feeding these ton litters from birth to market with corn and supplement produced better market hogs from the standpoint of the packer.

Packers' Hog Problems

In Indiana the emphasis on hog production is on full feeding from birth to market, using a protein supplement at all times and keeping pigs healthy by sanitation and selection of prolific brood stock. This is the trio that insures Indiana farmers hog profits in competition with the West and Northwest and also provides packers with finished hogs at light and medium weights. The Ton Litter Club and the Ton Litter Show dramatize these intensive methods of production. They form the show window.

Here are a few packer problems: Not all Indiana farmers, of course, are successful in producing finished hogs of the desired weights. Packer problems arising from faulty production methods are due first, mainly to lack of finish and second, to soft carcasses due to feeds used in fattening.

During the past 2 years, in cooperation with Kingan & Co. and the Armour plant at Indianapolis, the Purdue Experiment Station has been studying the problem of market hogs and the pork products produced. Data on dressing percentages, carcass firmness, methods of feeding, etc., have been obtained on approximately 400 lots of hogs. The packers' troubles in these lots were generally in the lightweight hogs weighing 160 to 210 or 215 lbs.

The biggest trouble was in lack of finish or immaturity, which resulted in a low dressing percentage. Two examples come to my mind. One well finished lot of 200-lb. hogs dressed a little over 70 per cent. On the same day a lot of unfinished hogs, slightly heavier, dressed only 68 per cent. At \$10.00 per cwt. the latter hogs cost the buyer 42c per cwt. more on the rail than hogs that dressed 70 per cent.

Soft Carcasses

A soft carcass often occurs with lack of finish. Apparently poor finish is the biggest factor in lack of carcass firmness in lightweight hogs. A few years ago Kingan & Co. made a test on carcasses of various weights. Practically all soft carcasses were from hogs weighing under 200 lbs.

A year ago Cincinnati packers were experiencing much trouble with soft pork. This was during spring of 1935 when feed was scarce. When feed became more abundant this soft pork trouble disappeared.

In addition to low dressing and soft carcasses, lack of finish usually means lack of quality products. Hence, securing proper finish for weight is a vital problem for farmers who produce hogs



PRODUCER TO CONSUMER

Vice Chairman Jay C. Hormel presides over an interesting session.

over 200 lbs. This farmer was in debt \$4,700 in 1931. The thrifty pig program kept him out of debt through the depression.

Ton Litters

The third factor of intensive production is the selection of prolific brood sows of a conservative type. The Hoosier Ton Litter Club started in 1922. You probably have heard of it. It has been the dramatic factor calling the farmers' attention to the need of raising large litters. The goal of this club is to make one litter weigh a ton or more in 180 days. This requires large litters of 9, 10, 11 or more pigs raised.

Pigs must be growthy, but must fatten as well as grow to reach required weight. Thrift and health are also essential if litter is to make required weight at required age. Eligible litters must be farrowed during February, March and April. Hence success means selling ton litters in late summer and early fall.

This year at the Indianapolis market, the first Ton Litter Show was held, Purdue Extension Department cooperating with the Indianapolis Stock Yards Company, Livestock Exchange, and other marketing agencies at that market. Thirty-six litters were shown and packers and order buyers cooperated by paying for them an average of about \$1.00 per cwt. above current price of hogs.

Kingan & Co. purchased 18 of these

that go to market at 180 to 225 lbs. to solve.

Feeds and Breeding Stock

There are also instances in these 400 lots of soft carcasses due to the kind of feed used. Finish of hogs was ample, but carcasses graded soft or medium soft in cooler. Relatively few of the well finished lots—not over 12 or 15—chilled unsatisfactorily. Two feeds seemed to be responsible. One was soy beans, but a greater offender was hominy meal.

Production methods affect finish and dressing percentage of light and mediumweight butcher hogs. Size of breeding stock used is a vital factor. Experience has shown Indiana farmers they cannot produce prime lightweight hogs if breeding stock is too big.

This is also shown by work done by Purdue in 1927-1930 in cooperation with the Institute. With ton litters, full fed and marketing at 6 months, the best light carcasses were produced by shorter bodied hogs. Rangy hogs lacked finish needed to produce firm carcasses at light weights.

It is also true that rangy hogs do make good lightweight carcasses if the



GROWING BETTER HOGS

J. R. Wiley, Associate in Animal Husbandry, Purdue University, suggests some practical methods.

corn supply is small. Rangy type shoats carried on a growing ration during the summer on pasture and fattened out in fall and winter, or that are fed a half ration in winter and fattened out the following summer, must be carried to weights of 240 or 250 lbs. or more in order to have proper finish for a high dressing percentage and production of first quality cuts.

Studying Type, Weight and Finish

Health is also a factor. Unthrifty pigs, even if given a full feed, will not make a satisfactory finish at light weights. Use of a supplement is needed

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also. Hence type or size that may be satisfactory for one packer's trade situation or one farmer's production condition may not be the most satisfactory for another. The best that can be expected is that most of the farmers in Indiana will produce the kind of market hog the eastern packer needs.

Cooperation of packer and producer is needed to set up a yardstick by which to measure success of the farmer in producing market hogs, especially of lighter weights—those which meet best the Eastern packer's trade needs.

Purdue is now cooperating with Indianapolis market agencies in studying type, weight and finish of market hogs, in relation to pork products produced and breeding, feeding, and management practices on the farm. The object is to determine whether or not there are strains and families of purebred hogs, or crosses between purebreds, that consistently produce superior quality pork products for the eastern trade, especially the fresh pork trade.

If better butcher hogs are produced, market price must reflect any superior quality of pork products back to the farmer, in order to compensate him for more thoughtful and often more expensive methods of production.

To summarize, where there is a territory in which the intensive feeding is desirable, the following trio should be put into effect:

- 1.—Full feeding with protein supplement;
- 2.—Sanitation that keeps pigs thrifty;
- 3.—Prolific seed stock of conservative type where there is a territory in which packers can obtain prime butcher hogs of the lighter weights.

CHAIRMAN HORMEL: The next address on our program deals with the opposite side from hog production—the retail picture. A. J. Kaiser, chairman of the board of the National Association of Retail Meat Dealers, will talk to us on "Trends in Merchandising Meat at Retail."

Trends in Meat Retailing

MR. KAISER: The meat retailer of today is a different man from the one of a few years ago who did his killing of livestock and was obliged to take every step in preparing products, from slaughtering to the store block. Gradually, however, because of changes in production of livestock and the growth of great consuming centers, much of his production work has been taken away from him by the slaughterer or packer. The result is the retailer has become a specialist in retail merchandising.

The successful market proprietor of today is familiar with and practices modern business methods. He has a thorough knowledge of cuts and selling prices, keeps records, advertises honestly and is a good competitor.

Steps for the betterment of producer and consumer in our industry can be

made when organized effort on the part of the trade prevents fraudulent and dishonest practices by unscrupulous retailers. Misleading and false advertising is one of these evils. There is a great need of education of consumer to recognize costs and cuts of meat.

While many economists and students of distribution endeavor to use technical phrases about big changes in distribution of food products, we fail to find these in the meat industry. What innovations we have may be attributed to the progressive steps of meat packers in packaging and canning meats and lard and making them more convenient to sell and for consumer.

These forward steps may be due to more than one reason. First, retail distribution of meats is a science. Second, preparation of meats and cooking for the home meal by an expert cook is a real art—an accomplishment in which many a housewife takes great pride.



RETAILER HAS HIS SAY

A. J. Kaiser, Chairman of the Board, National Association of Retail Meat Dealers, talks of trends.

She will not relinquish this right unless foods prepared for her family are as good or better than she can prepare herself.

Changes in Meat Retailing

I question the ability of any corporation for profit to prepare meats in better shape and form than do these expert housewives. Their aims are different: The corporation must make money for its stockholders and, therefore, gives consideration to shrinkage, time and price. The housewife endeavors to produce the best she can and pays little or no attention to shrink or time in preparation.

I may be somewhat in disfavor because I cannot bring out a more significant change in the meat industry than the cooking and roasting of meats for customers by the retailer. I wish I

could point out a revolutionary change as great as we have witnessed in some industries. For instance, twenty-five years ago, as a young man, I was punished for smoking cigarettes. The doctors in those days told us they were coffin nails.

Today every girl in high school, and even grandma, are appealed to over the radio by cigarette makers. We are told in high powered advertising that cigarettes are good for our health, that they soothe the nerves, etc. If we could only get prima donnas to say they eat a nice cut of prime rib of beef or a fat pork chop to improve their voices, or airplane pilots to say they eat meat to keep steady nerves we would need no curtailment in the production of livestock.

The modern meat retailer has been obliged to keep in step with the times, install modern fixtures and equipment and, in many cases, add a department of canned foods or a complete line of groceries to make it convenient for the housewife to make all of her purchases under one roof. But there are still thousands of meat retailers who, being specialists, continue to make their own sausage and special meat cuts. They will continue solely as meat retailers, and will gain in volume of business and added patronage because of quality and special service. But the most successful meat retailer of the future will be the one who will install ovens to cook special orders for his customers. He will also sell roasted meats and prepared salads.

Retailer Holds His Own

In meat retailing—probably one of the most difficult branches of retailing, due to perishability of product—there are few controversies over special privileges, rebates and discounts such as we find in other branches of retailing. It is difficult for any economist, therefore, to write articles on the great percentage of increase in chain meat stores over individual stores because of inefficiency of the latter and for him to quote a high mortality among little independents of 25 to 50 per cent.

If we had preferential discounts and rebates of anywhere from \$500,000 to \$7,000,000 a year, probably these writers, who point to the mortality of the grocery retailer because of inefficiency (they never mention the amount of the secret rebates, of which they must be informed), would hardly condemn the meat retailer for inefficiency. All things being equal, the little individual meat retailer will hold his own with any individual or corporation, except, of course, should corporations begin to sell direct to the consumer at wholesale price.

The meat industry, because of its scientific nature and perishability, has not been experimented with or footballed as much as some of the other food industries. Those of our members who have combination stores have found it advisable, as a trend in merchandising, to have their merchandise priced openly,

giving the customer the opportunity of comparing prices. In the meat departments, however, price comparisons mean little unless the housewife has the necessary technique to discern meat grades.

Cooperation Needed

A further test of efficient merchandising of meats will not be had until legislation is provided to make all who retail meats, large or small, chain or individual, designate quality by using U. S. Government grades. Then and then only will the consumer have an opportunity to compare prices and trim of meats with the idea of perfecting economies in her purchases.

It is frequently said that legislation will not make a better retailer out of a lazy, careless one, and that success will not crown the reputable and honorable retailer unless the tricky, selfish, unscrupulous substituter of quality and chiseler in hours and wages is made to work on an even plane with the reputable dealer. The success of the retailer, wholesaler and livestock producer will hang in the balance until they can go arm in arm with an open mind toward a goal of honest and efficient merchandising and work for the betterment of the industry at large.

CHAIRMAN HORMEL: Our next speaker is A. H. Morrill, president of the Kroger Grocery and Baking Company. His address is entitled "Relationships Between Packing Industry and Retail Stores." Mr. Morrill.

Packer and Retailer

MR. MORRILL: The subject assigned me is inclusive of retail stores in general. I fear that what I say will not be as inclusive as the subject title. It will deal more with the relationship between the packing industry and chain stores than with all stores. But the general principles which should govern the relationship between the packing industry and chain stores operating meat departments apply in general to all retail meat stores.

The head of one of the greatest of the world's packing organizations, a man for whose character, judgment and ability I have the highest regard, recently said in substance that there are two schools of thought on the effect which chain stores have on the meat industry.

One school maintains that the meat pricing and distributing methods of the chains have a depressing effect on livestock prices. The other maintains that chains stimulate consumption by reducing the spread between producer and consumer, thus creating a wider market and better consumption for meat. I agree that there are two schools of thought. But I deny that there is a sound and actual basis for any divergence of opinion on this matter.

The Brookings Institute is probably the most competent and impartial industrial and economic research organ-

ization in the world. Its monumental four volume report, completed a year or two ago, gives a conclusive and clear insight into the basic and fundamental economics of conflicting theories regarding supply, demand, scarcity, over-production, high prices and low prices.

A casual study of this report will convince any open-minded individual that the philosophy of scarcity is entirely unsound and the philosophy of plenty, with lower prices as its concomitant, is sound. The most recognizable illustration of this philosophy is the history of the automobile industry.

In 1912, 350,000 buyers paid an average of \$2,000, at wholesale, for each car they bought. In 1926, 4,000,000 buyers paid an average, at wholesale, of \$500



PACKER AND CHAINS

President A. H. Morrill, Kroger Grocery & Baking Co., discusses relationships.

for each car they bought. In 1936 the record, with figures not yet available, undoubtedly will show more cars sold at a lower average price than ever before. Quality has improved and price declined. Many examples could be cited of what "more for the money" does for the distribution and consumption of any item under the sun.

Meat History

Because of the uniform effect on industry of giving more for the money, it is that I say there should not be two theories about the effect of chain stores on the meat industry.

Our present-day and immediate viewpoints are always likely to be colored by the close-up and selfish view we get of an entire industry engaged in processing and distribution of a necessity of life. When endeavoring to secure a fair, broad picture of such an industry, it is always well to take at least a glance at the history of such an industry.

Centuries ago, the meat supply of human beings was obtained largely from

the kill of the chase. Then it was that the chase was so important a function that we find the hounds blessed by the dignitaries of the church before they were cast loose in the forest.

As production of domestic animals increased, the individual secured his own meat by his own killing. In many rural communities today we find "hog-killing time" an important institution, a relic of the feudal customs of centuries ago. Any company, operating country stores, knows to its sorrow the extent to which this home killing affects its sales each fall.

Specialization Develops

As the scheme of supplying human beings with meat developed, it gradually followed the usual trend into specialization. I am told that one Bill Pychon, in Springfield, Mass., was probably the first to operate a full-time packinghouse about the middle of the 17th century. He packed his surplus pork bellies in salt, stored them in his barns and distributed them to his neighbors during the ensuing 12 months.

This activity was the precursor of the industry which was to gradually specialize and thus allow the individual to pursue his particular activities. Through the early days of the industry every butcher was his own slaughterer.

But the great industrial development which began about the close of the Civil War drove more and more towards specialization, and as the packing industry developed, it moved westward, closer to the source of supply, and as it developed and improved its methods, its product was passed on for distribution more and more to the retailer.

The retailer, given more responsibility and authority, gradually and in latter years rapidly improved his methods of preserving, displaying and merchandising meats. Originally, the killing, preparation and sale of meat was one process. Today, killing and processing and retail selling are thought of as two processes. Actually they are one.

Both have the same objective—taking the animal from the grower, reducing it to a marketable condition and selling it to the consumer at as reasonable a price and with as high a quality as is possible. To exactly the same degree as when old Bill Pychon established his slaughter house, the packer and the retailer have a community and unity of interest.

How Chains Developed

And the basis of this unity of interest places a mutual responsibility on both, a responsibility akin to that of a public utility to serve the public with quality meat in the most economical way. Really there is no fundamental justification for the great meat packers and meat distributors today unless they realize their public responsibility and their obligation to jointly contribute to the performance of their joint function.

(Continued on page 135.)



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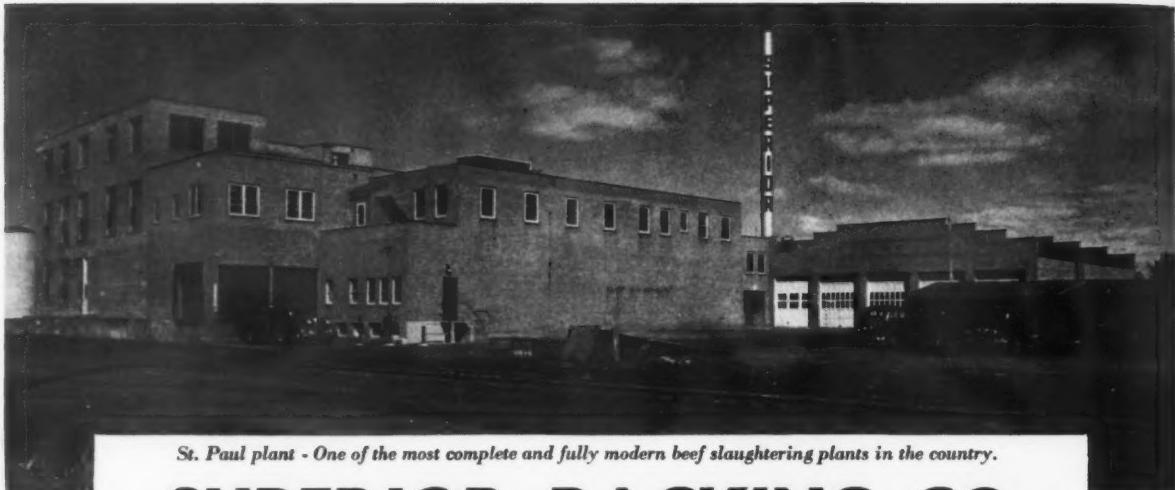
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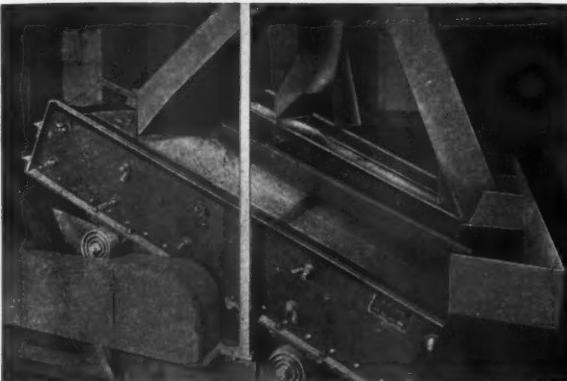
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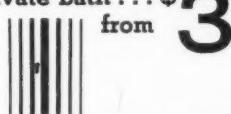
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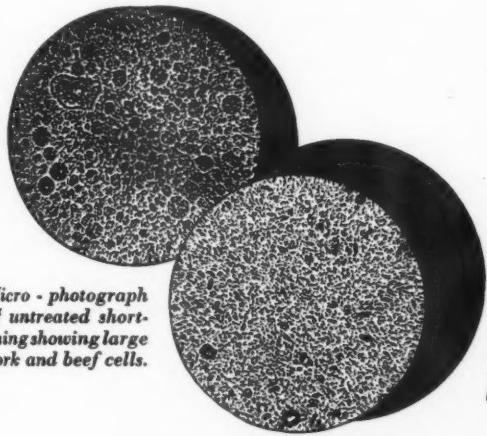
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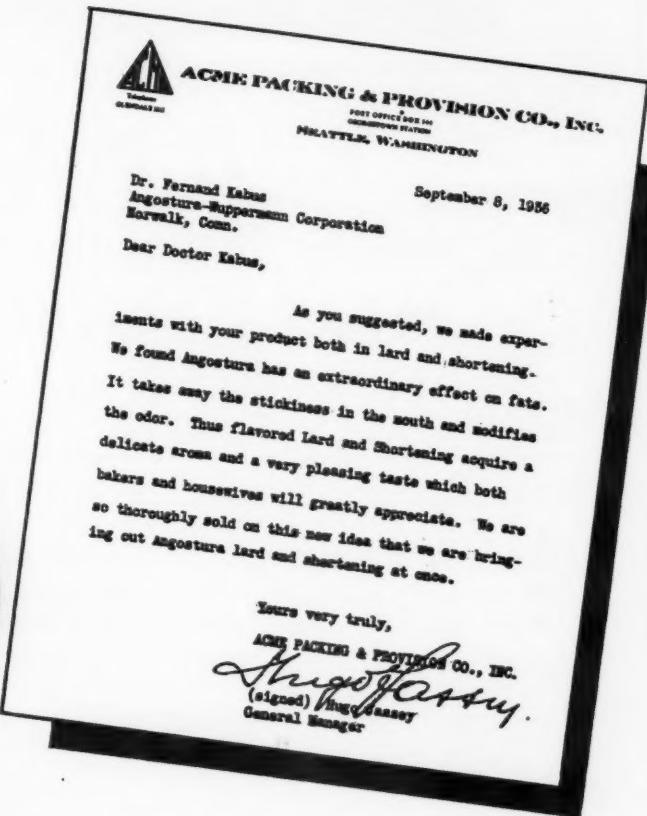
Micro - photograph of untreated shortening showing large pork and beef cells.

Micro-photograph of treated shortening. Note absence of complete cells of both types.

THE PLACE of Angostura in the preparation of sausage and other meat products is assured. Now it widens its usefulness to the packing industry. It makes its bow as a new and important element in the production of Lard and Shortening.

The letter of the Acme Packing & Provision Company, quoted above, comments on the delicate aroma, the pleasing flavor and the decrease of stickiness in these products obtained by the use of Angostura. These are results of evident sales value.

Technically, the effect of using Angostura, as shown



by the micro-photographs, is a greatly enhanced disintegration of the fat cells. In the case of pork cells the reduction is approximately 58 percent and in beef cells approximately 77 percent. In addition, the actual size of the fat particles is smaller in the treated shortening.

The value of the Angostura method of treating lard and shortening has been demonstrated by thorough scientific research. It is now available to packers on a license basis.

WRITE
FOR FULL
DETAILS

ANGOSTURA-WUPPERMANN CORPORATION... NORWALK, CONN.

Week ending October 17, 1936

Page 123



NEW PLANT FOR CANADA PACKERS, LTD., EDMONTON, ALTA., CANADA

R. J. McLAREN

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Designing

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MEAT PACKING PLANTS

1801 Prairie Avenue, Chicago, Illinois

Railroad Transportation is Most Dependable Year 'Round Service

**Economy Plus Satisfactory Delivery of Your Products Assured
With Mather Stock Car Co.'s Low Temperature Refrigerator Cars**



Low temperature with least possible ice consumption is accomplished in this car by Mather patented method of construction and application of insulation. This insures transportation of food products in a clean and wholesome condition and at the proper temperature, thereby eliminating claims for spoilage in transit. These cars are saving shippers 20% of their usual icing expense. Full steel underframe with steel superstructure frame

construction protects the insulation 100% even with severe switching shocks, also eliminates weaving, etc., which is so destructive to insulation in ordinary cars. It is a pleasure to name the following users of these cars who are receiving the benefits of modern principles of refrigerator car construction. Ask the people who use them. For further particulars address the builders.

Agar Packing & Provision Co.
Cudahy Packing Co.
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Hygrade Food Products Corp.
David Levi & Co.
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Tovrea Packing Co.
Wilson Car Lines
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MATHER STOCK CAR CO., CHICAGO, ILL.



CELOTEX VLTI*

Keeps My Cold Storage Operating Costs Way Down!

This Vaporproofed Low Temperature Insulation gives you lasting insulating efficiency*

IT'S as simple as ABC—the reason why so many operators are lining new cold storage rooms . . . or replacing old, wet and disintegrating insulation . . . with CELOTEX VLTI!

CELOTEX VLTI keeps down operating costs, because it *keeps out* moisture that so frequently causes loss of insulating efficiency in other materials.

Celotex cold storage insulation blocks

are completely sealed against vapor penetration by a special asphalt compound applied at the factory. And—they are protected against damage from dry rot and termites (white ants) by the patented Ferox process.

Plaster or asphalt water proofing, applied on the job, does not give complete

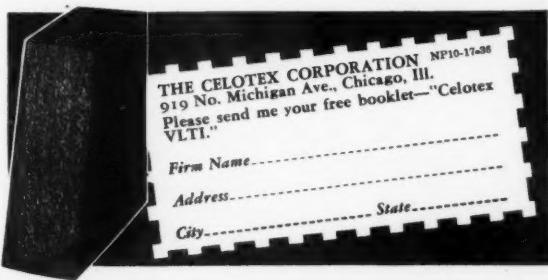
protection against vapor penetration. So insist on CELOTEX VLTI. Write us for recommendations on solving your cold storage problems. No obligation. Mail coupon for free booklet—"Celotex VLTI".

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Vaporproofed Low Temperature Insulation
(Pat. Applied For)



THIS NEW PACKING PLANT

is Equipped throughout with

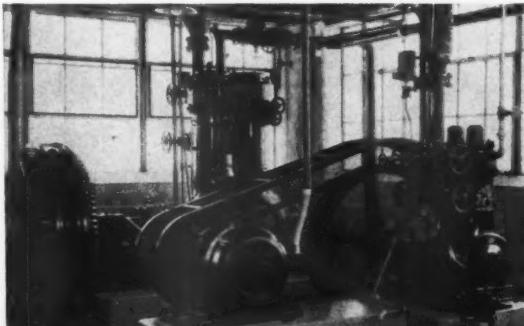
BAKER

REFRIGERATION

A personal inspection of the modern plant of the Tobin Packing Company would impress you with the completeness of Baker's line of packing house air conditioning and refrigerating equipment. All cooling apparatus, from compressors to the various types of evaporators, is Baker designed and installed . . . it's rated an excellent job among refrigeration men and is typical of Baker's efficient methods of installation in new or old plants. Write for complete details.

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Left: More than 200 tons cooling capacity is required for the brine system and unit coolers. *Below:* New plant of Tobin Packing Co., Ft. Dodge, Iowa.



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WILL CONVINCE YOU**

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SAUSATONE—the perfect binder with a real meat flavor.

MEATONE and **SWEETONE** GRITS—unexcelled for fine chile con carne.

SOYA FLOURS AND GRITS—for dog foods.

SPECIAL X, the economical binder. **SOYA OIL** and **SOYA BEAN OIL MEAL**.

Generous test samples sent free. You'll find Shellabarger products definitely better!

"**Millers Since 1776**"

160 YEARS of MILLING EXPERIENCE

The present efficient Shellabarger plant is the result of 160 years continuous service in the milling industry by the Shellabarger family of millers.

The same fine traditions, honesty of purpose and striving for perfection still characterizes the name SHELLABARGER. And Shellabarger Sausage Flours and Binders reflect in their fine quality and perfect performance the patented process by which they are made, the modern plant in which they are manufactured, and the wide experience of the men who produce them. Your request will bring complete details and generous test samples without obligation.

SHELLABARGER

*Grain Products Co.
DECATUR, ILLINOIS*



VOTE FOR PETERS *Low Cost Packaging*

The PETERS PLATFORM for BETTER PACKAGING

We promise to increase the speed of your lard, shortening and other carton packaging operations. We guarantee to reduce your labor costs on forming, lining, folding and closing cartons.

We propose to have the Peters engineers formulate a complete plan for raising the efficiency of your packaging department at minimum initial cost to you, with definite provision for future expansion.

We will survey your plant, give you an exact dollars-and-cents report of the savings you can make by adopting the Peters method.

We believe that the meat packing industry needs the aid of Peters Packaging machines, and that the adoption of the Peters system will provide instant solution of high packaging costs.

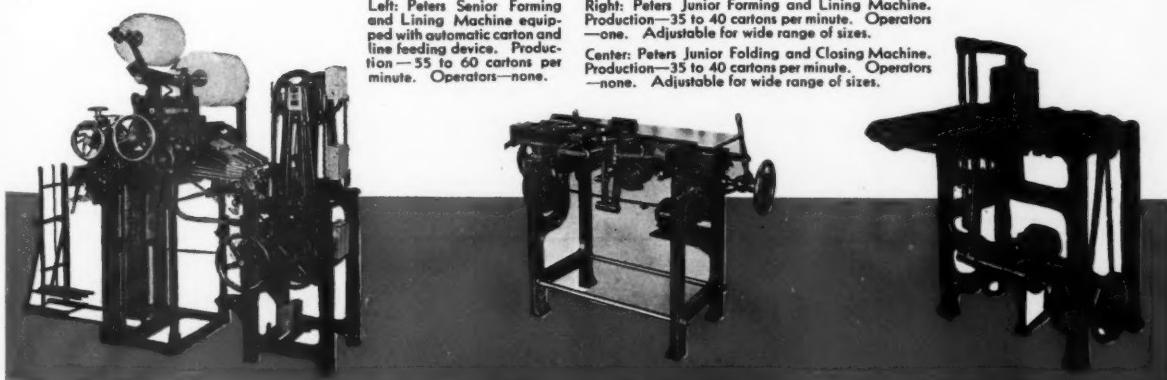
Vote for Peters—for lower costs, better results and more efficient packaging! Write immediately for details!

PETERS MACHINERY CO. 4700 RAVENSWOOD AVE.
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Left: Peters Senior Forming and Lining Machine equipped with automatic carton and line feeding device. Production—55 to 60 cartons per minute. Operators—none.

Right: Peters Junior Forming and Lining Machine. Production—35 to 40 cartons per minute. Operators—one. Adjustable for wide range of sizes.

Center: Peters Junior Folding and Closing Machine. Production—35 to 40 cartons per minute. Operators—none. Adjustable for wide range of sizes.



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If livestock buying problems
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BOSTON, MASSACHUSETTS

The Oldest BROKERAGE HOUSE in New England
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WHITE ROSE PURE LARD

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**Ham — Bacon — Lard
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• *Highest QUALITY Since 1876*

THE H. H. MEYER PACKING CO.

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NEW CONFORMING SEAL

The latest Jamison development—matched on no other make of cold storage door. A resilient, pure-rubber gasket of a special cellular construction with millions of tiny, confined air cells that furnish perfect insulation and give an air-tight, *conforming* seal. Slam tests prove it remains soft and pliable ten times as long as the old types of hempen and cottonwick—with greater recovery after compression. No pinching up necessary. All new JAMISON-BUILT Doors have this new gasket as standard equipment. Available also for replacement on any make door. Ask for type CD for cooler doors; SF for super-freezers. For further information, address

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Jamison Standard Cooler Door with Improved Door Closer (Not standard Equipment) and Wedgetight Fastener.

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MEAT PACKERS USE WYNANTS KILL

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CARLOT AND MIXED CARS
PORK • BEEF • LAMB • VEAL

PROVISIONS
VACUUM-COOKED MEATS

Refiners and Exporters

Rath's Cedar Valley Lard

THE RATH PACKING CO.
WATERLOO, IOWA



*We were most happy to be with
our friends and colleagues at the
31st Annual Convention of the
Institute of American Meat Packers
in Chicago, October 9th to 13th.*

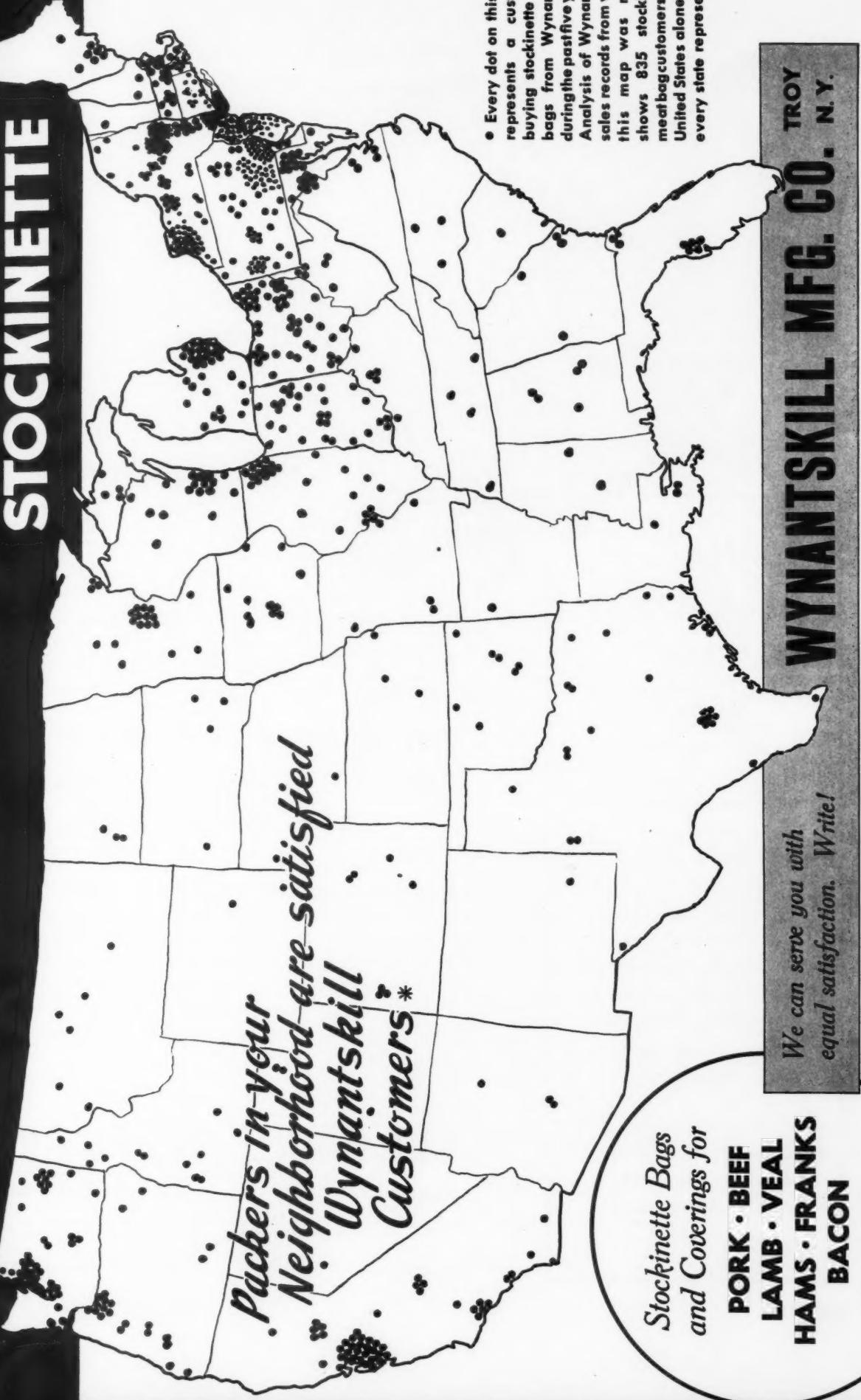
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Packers of
A COMPLETE LINE OF
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MEAT PACKERS EVERYWHERE USE WYNANTSkill STOCKINETTE



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PATENT APPLIED FOR**

Furnished in two styles, motor driven and steam engine driven. Features include fusion-welded reversible shell that permits rotating the cooker to provide an entirely new wearing surface when desired. Double life! Full jacketed, welded head increases heating surface and boosts efficiency. Roller bearing, with specially designed supports, cannot drip grease into percolator!

All RUJAK features are planned to increase life, usefulness and profits. Write today for complete details!

FOR 50 YEARS
**THE DUPPS NAME HAS BEEN
IDENTIFIED *in the MEAT MACHINERY
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Today the same traditions of honest workmanship, quality materials and latest design are being carried on in equipment sold by The John J. Dupps Company, under the RUJAK trademark. This holds true in all RUJAK equipment—cookers, hogs, hashers, washers, hydraulic presses, grinders, screens and mixers. For long life, perfect service, and profitable operation, specify RUJAK equipment!

THE JOHN J. DUPPS CO.
MEAT PACKERS' AND RENDERERS' MACHINERY
RUJAK
TEMPLE BAR BLDG. CINCINNATI, OHIO

Third Session

(Continued from page 114.)

No new development in processing or distribution ever is successful without a popular demand. The operator who first hooked onto his distributing unit a meat department did not know by accurate research or figures that he was doing a popular thing, but he sensed it. Out of this sense developed meat distribution by the chains. The public demand actually forced mass distribution, because the public approved of and demanded a quicker movement at less cost from producer to consumer.

As the chain store moved into the meat distributing arena, it found, and its packer found, many problems of adjustment. While many of them have been solved, many others remain unsolved. And it is the unsolved problems between the producer, packer, retailer, and consumer which today make the packer and the retailer, particularly the chain mass distributor, feel as if they had a divergency of interest when in fact they really have a true unity of interest.

Historically and economically packer and chain should function as a team. If today they are estranged, it is due to unsolved problems of adjustment and to lack of realization that they are, in fact, engaged in a common enterprise.

Chain Meat Sales Large

It seems to those of us who are struggling with the many problems that confront the food chain industry that part of the misunderstanding has resulted from an all too natural tendency, exhibited in government and elsewhere, to damn an entire industry for the faults of a few.

Undoubtedly there are chain organizations, but they constitute the minority, who have abused their buying abilities; have squeezed goods out of the packer below cost; have not kept faith with their vendor; have used meats as loss leaders and misrepresented quality of their merchandise and thus with poor quality driving down the price of high quality.

But everyone of us knows that it is the height of injustice to condemn an entire industry because of the bad practices of a minority in that industry. In 1935, chain stores distributed nearly half a billion dollars worth of meats, which constituted approximately 32 per cent of the total retail meat sales in the United States.

Cooperation to Sell Beef

Surely an agency with such means of distribution is capable of cooperating with packer and grower, and is entitled to frank and wholehearted discussion and cooperation from them. Surely a type of distribution which has but 18 per cent of meat outlets but distributes approximately 32 per cent of consumers' meat is entitled to frank discussion and consideration rather than attack or misunderstanding by the agencies whose

product it is distributing nationally.

In the producer-consumer nation-wide domestic beef sale during the past August, 33,892 chain stores joined hands in an effort to help the producer. Through store displays, banners, radios, pennants, posters, 6,000,000 news sheets and house organs, 30,000,000 handbills and 8,000 newspapers with a combined circulation of 25 million, at an estimated cost of 2 million dollars to the industry, this group undertook to cooperate with and help producers of beef.

According to the Department of Agriculture's figures, the slaughter of beef in July, 1936, was 24.5 per cent greater than in 1935. In August, 1936, it was only 15.9 per cent greater than in August, 1935. Yet in August, 1936, chain store beef sales were 34.7 per cent greater than in August, 1935, an increase of over 100 per cent greater than the slaughter.

From June to August 21, 1936, the price of good cattle increased from 7.82 to 8.70, and while the price of choice steers was nine dollars in July, on September 23, it had increased to ten dollars.

We do not know how much the efforts of the chains contributed to these results, but we do know that in June of this year grower and packer feared an over-supply and a market decline; that between the days of those fears and the first of October, we know it was the chains who undertook the promotion and distribution of beef and that both prices and tonnage did increase during this period.

Packer and Chain Relations

Other examples of the power of the chains to do a sound and constructive job of distribution might be cited. But I think those given illustrate how close and cooperative can and should be the relationship between producer, packer

and the agency of mass distribution. If we agree that this is the objective, how is it to be brought about?

There are a few obvious and to me easily followed methods:

First: By the packer understanding what the progressive chain actually is doing for the meat industry as a whole.

Second: By the chain recognizing its dependence upon the packer for supplies.

Third: By both recognizing their mutual obligation to the public—the obligation akin to that of a public utility.

And what is the progressive chain doing for the meat industry as a whole? Many things. Let me enumerate some of the most important:

First: We have already mentioned general results obtained in the recent nation-wide domestic beef sale. Specifically, Kroger moved 500,000 lbs. more dressed beef than in corresponding previous periods. Others did equally as well and thus helped to protect the livestock grower initially and then the packer to move an increased stock through his plant without loss.

Chain Influence on Retailing

The chains do provide a huge and regular channel for the outlet of packers' goods—a protective insurance against surplus stock trouble for both producer and packer.

Second: Through dressing and brightening up their stores, sound chains have forced other retailers to do likewise. The result has been a general "toning" up of all meat retailing, a general rise in the standard of appearance of all retail meat outlets.

Third: Most large chains are patronized by members of all income groups. Therefore, they have stores handling a wide variety of grades of meat. The small packer who specializes in one



HYGRADE IS HIGH GRADE

Hygrade executives get together at the convention. SEATED (left to right): Vice president A. W. Cushman, President Samuel Slotkin, Hugo Slotkin, mgr. Newark plant. STANDING (left to right): F. E. Venemans, mgr. canned meats; F. W. Regan, mgr. Wheeling plant; W. G. Fletcher, mgr. Buffalo plant; J. G. Mercer, provision dept., Detroit; H. F. Staub, manager Detroit plant.

grade, therefore, finds an outlet for his one grade. The large packer who handles many grades can and does use that same outlet. By spreading its merchandising coverage, the chain helps all types of packers to find movement for their goods.

Fourth: Mass production methods in packinghouses have eliminated the all-around packer butcher. That cut off one of the most generous markets for retail meat labor. Chains train their own men now. They have to. And because they do, they help the entire industry by developing meat cutters when every other source of developing skilled craftsmen has been closed. Chains have done much to provide a way for men to learn meat retailing.

Chains Quality Minded

Fifth: Progressive chains have learned their lesson from price selling. A clear understanding of the value of quality merchandising now prevails. With chains quality-minded, the tendency will be towards quality meat mindedness by the public. This always tends toward greater meat consumption again our mutual objective.

Sixth: To protect this quality mindedness, chains police every product in the stores. Merchandise must be right and must be in proper condition when it is sold. Kroger spends on meat supervision a per cent to the sales of meat much larger than it spends on supervision of any other class of merchandise. Any packer may rest assured that chain supervisory methods will protect his brand name against careless handling in the stores.

Seventh: Chain store advertising of meats has very definitely increased consumer demand for meats. As the largest of local advertisers, chains stimulate general meat consumption every time they mention meats in their ads.

Eighth: By and large, the chains help keep meat retailing up to an honest and ethical standard. A smoked picnic in a chain ad and in the chain store must and does mean a smoked picnic, not a pork hock, such as is sometimes palmed off on the public. Thus are customers educated to know and demand a smoked picnic, and he who attempts an inferior substitute will ultimately suffer.

These are but few of the many things the progressive chains can do, and do do, to help the packer sell more products, to maintain quality and raise the quality level of the entire industry. No one, grower or packer, can do aught but recognize these as favorable contributions to the joint job we both have to perform on this common enterprise.

On their part, the chains must recognize the functions that the packers perform for them. They must realize that, in the very nature of things, they are primarily retailers and not packers; that their meat supplies must come from the packing industry.

The chains must bear in mind and treat with consideration the fact that the packer must take all the livestock

that is shipped into his yards, irrespective of the outlet, and that he must operate under expensive and exacting government supervision and must throughout the year make a profit; that the packer is not a predatory monopoly, but an enterprise with as many difficult problems as the chains and with a business that is naturally and necessarily a complement to meat retailing.

But the chains have the right to ask that the packers do not condemn them wholesale and without thought or analysis; that they view the meat activities of chains accurately and analytically. If packers do this they will find the chains a valuable ally, yes, even more, a natural, helpful and co-operative partner in a joint enterprise, carried on by producer, packer and retailer, with the ultimate objective of servicing the public swiftly and economically with attractive meat products of the highest possible quality.

CHAIRMAN HORMEL: We will now hear from Mrs. Wilbur E. Fribley, president of The Chicago Housewives League. She will speak on "What the Meat Consumer Wants."

What Consumer Wants

MRS. FRIBLEY: When this subject was assigned to me, it happened that I was also doing a study on what consumers wanted in milk, so I rather combined the two when asking questions.



VOICE OF THE CONSUMER

Mrs. Wilbur E. Fribley, President, Chicago Housewives' League, gives packers some plain hints.

I selected the title, "What Consumers Wish for when Buying Meat", because it is not always what we wish for that we get. As I talked with housewives in more than 10 states during the last few weeks, I learned, first, that they want meat, more meat and yet more meat.

When the drouth was a popular topic a few weeks ago I was asked to

talk with various groups on what changes might be made in the diet of the nation if there was a great scarcity of food. Almost without exception the housewife said:

"Give us plenty of meat and potatoes, and the spinach can take care of itself." They were all afraid, not of the corn crop, as corn, but how a scarcity of corn would affect supplies of pork and beef. Their major worries were whether there would be enough potatoes and meat.

One question was asked me frequently. "If corn and other livestock feed are scarce, will meat be conserved for us in the form of canned meat?" A few years ago that question would never have been asked, but today canned meats and prepared meats are very popular. And, strange to say, the average housewife believes that they are budget stretchers.

This may reflect on the cooking ability of some housewives, but the better grades of corned beef today are definitely considered to be not only a treat for the family but inexpensive.

Ham Convenience

Perhaps the point of view of the housewife has something to do with that. There has been so much talk about leisure time—we have a suspicion that men are getting leisure time—that we

PROPERLY CHAPERONED

(See opposite page)

- 1.—F. C. Danielson, Tacoma, Wash., and daughter, Mrs. J. C. Merrill.
- 2.—Dan Gallagher and helpmate celebrate a wedding anniversary.
- 3.—Mr. and Mrs. E. F. Forbes, San Francisco.
- 4.—Harry Sparks and latest.
- 5.—H. H. Farmer, Henderson, Ky., and lady.
- 6.—Mr. and Mrs. Ed. Clair, Chicago.
- 7.—Seattle Quartet: Mr. and Mrs. M. Gordon, Mr. and Mrs. Wm. Moran.
- 8.—Mr. and Mrs. John M. Snyder, Utica, N. Y.
- 9.—Big Bob, Little Bob and Mrs. Burrows.
- 10.—Mr. and Mrs. Chris Abbott of Nebraska.
- 11.—Mrs. Walter Carroll (nee Mohler) and husband Walter.
- 12.—Mr. and Mrs. T. M. Strange, Columbus, Ga., get ready to sail on the Good Ship Institute.
- 13.—Mr. and Mrs. W. F. Price, Buffalo, N. Y.
- 14.—Max Salzman and adoring spouse.
- 15.—Mr. and Mrs. H. L. MacWilliams, Pueblo, Colo.
- 16.—Mr. and Mrs. J. E. O'Neill, San Antonio, Tex.
- 17.—Dr. and Mrs. John R. Mohler enjoy the convention.
- 18.—Fred Krey of St. Louis entirely surrounded by Mrs. Krey and daughter.



18

constantly work to get our share of it also. It is meat cookery that takes a great deal of kitchen time. When the packer makes meats easier to prepare, therefore, he encourages greater use of meat. When the packer made hams that needed no parboiling women bought more of them. For weeks and weeks one could not go out to dinner without eating baked ham. Ham was not easy meat to properly prepare and bake by the old method.

When we had reached that delightful state, some packer went a step further and did something else to ham. I do not know what the process is, but now one has merely to exert himself a little bit to chew it. Will the next form be something we can cook via the radio. Then all we have to do is turn a button and the meal will be prepared?

Housewives are all through with martyrdom. We want our share of all the good things of life, and we want them with the least possible exertion. Maybe I am the only woman who will admit that, but I admit it frankly. The women who talk to me honestly say the same thing. We want all there is to be had with the least exertion.

After all, we have a new rival that we never had before. It used to be the husband said to his wife: "It's not as good as mother used to make." He does not say that today. He very snifflily says, "It's not as good as the club has", or "It's not as good as the hotel has."

Clubs Set Standards

The real standard we have to meet today in our preparation of meat is that set by better clubs and hotels. That may not seem like a problem to packers, but it is a problem to the housewife. In almost every family there is at least one member who eats at least one meal a day away from home—These judge everything placed before them by the very best that is offered them in hotels or restaurants.

The housewife has to face that problem with every piece of meat she serves. It is not easy to face, because after all, there is a delicacy of flavor that must be preserved. Competition between home and the restaurant and hotel is going to decide the kind of meat women use. I say "hotel and club." What I mean is that it is the meat prepared by experts in large quantities that is deciding for the housewife the standard of meat she wants.

We want graded meat. I believe demand for graded meat is based almost entirely upon the fact that the housewife cannot afford to buy meat she does not know is good quality. We do not care to buy just good meat one day and really good meat the next. We must be assured that every piece of meat we buy is equally as good as the piece we had yesterday.

Shopping Methods

We no longer want to gamble with either our money or our cooking reputations. Most of us believe very definitely



SECOND BULL'S EYE

For the second year the "TeePak Convention News" makes a sensation, thanks to the journalistic acumen of sales manager I. Barnard.

that if we serve a bad steak tonight, tomorrow night the telephone will ring and the one whom we had expected to eat dinner with will blandly say: "I'm sorry; I have a meeting downtown."

Perhaps you think that is far fetched, but you would not if you knew how we feel about meat. At the present time it is only the respect in which the individual dealer holds the shopper that decides what kind of meat she gets. I hate to seem discourteous to the former speaker, but most of us who look a little simple-minded and say in a pleasant tone of voice, "I would like to have a nice steak," find that we are very apt to get something nobody else wanted.

It is amazing how most of us stop outside the butcher shop door, put on the ugliest look we know, go in looking as nearly like a battle as we can and say to the market man, no matter what quality we got the last time, "I want a lot better steak than the last one you sold me, because it wasn't very good." You hope this is going to be effective. It is not always so simple as that.



COULDN'T STAY AWAY

Although retired after a lifetime of service to the industry, Sam Stretch, the spice man, insisted on making his 30th convention. Here he is with W. E. Squires of Van Loan & Co.

Neither price nor argument will serve to give the housewife good meat unless she knows the dealer better than most of us know our dealers. We all hope we know them, but we do not. In addition, there must be a government grade and a government stamp. I happen to be one of the women who has studied this quite a while.

Housewives and Legislation

I am not very fond of legislation. I am not very fond of policing. I do not know how women are going to get graded meats. If there is a way to have it without legislation, then I would like it that way. I worked for quite a little while on the Robinson-Patman bill, and I have just had sent to me a copy of a bill Mr. Patman is going to present at the next session. He does not want retailers to have anything to do with manufacturers. I think they are not even to speak to each other, or something like that. If you manufacture you cannot distribute. It is an amazing piece of material.

Housewives want less legislation, because we know we pay the price. We want less policing, because we feel we pay for it. But we do feel packers can work out some method whereby we may get a better meat with less gamble. Whether or not we get graded meat, we will and must have meat. It is one thing we are sure of.

Women are slowly coming to realize that we have been the victims of a great many fads and freaks. I suppose every man here has been reading some of the popular articles, books and research material on foods published recently. We are learning more about foods and nutrition and their effects on the human body. There is definite proof that men have lived for indefinite periods on meat and meat alone.

Grading and Meat Sales

If you think women do not know that propaganda against meat is abroad you are mistaken. There seems to be a great natural craving for meat, and most people who have given it up did so reluctantly. When we find that actual research and actual proof can be found to prove that meat did not hurt the health of the family, more of it is going to be used.

I know that when we talk about meat grades, a good many dealers believe women will want only the high grades. We buy by price now. We would not do differently if meat were graded. If you doubt, look at records of sales of grade C canned fruits and vegetables. They greatly exceed sales of A and B grades.

We believe markets can do much to attract our attention. We hate to admit it, but we really do not have very much imagination. Someone has to put an idea in our heads. For instance, within a week recently, I received as many as 5 or 6 letters from women inclosing pieces of wrapping paper on which were recipes and slogans. Every woman liked it.

The main thing asked in the letters

was information on how to preserve those recipes in usable form. The women all wanted to know how much the printing added to the expense of the product. I could not tell them that. The paper was something new and they all liked it and certainly such a wrapper does not detract from the meat wrapped in it. If the housewife has any doubt as to what meat dish to have tomorrow this printed wrapper is a real help.

Convenient Cuts Wanted

There is a growing belief that the less expensive cuts of meat might be handled in some other way by packers. Women are anxious that packers should use the bones and the gristle. It is always awfully hard to see bone and gristle thrown in the garbage. You have seen the new home down on Twelfth st., and the little contraption under the sink that chews up bones and gristle and does away with them immediately. I wondered what one would do if he had a ham bone to dispose of, or perhaps one is supposed to eat only chops there.

People like lamb stew, beef stew, short ribs and spareribs, but many feel these meats might come to the housewife without so much bone and gristle. We rather think there is magic in what the packers do. Could we not get boned meats pressed into little squares so that there would not be so much waste.

It may seem far-fetched, but people want meat in easily prepared forms. There is one meat dish very popular now. It is made of frankfurters. I think there are about 18 frankfurters arranged in a circle in center of which is sauerkraut. The reason given for its popularity is that it is easy to prepare and well seasoned.

Meat for Children

Many people whose children have not thrived very well on some diets are beginning to ask: "Are we going to be told about meat for children?" Women tell me children have a great craving for meat. Mothers are wondering whether there will be research done to determine whether eggs and other protein products may be replaced by some forms of meat for younger children.

It is an interesting subject and it is new. A few years ago no one, no woman would have dared mention in public that she thought children needed more meat. Women are coming to think for themselves. They are reading more. They are reading better material. And they definitely are understanding that what our ancestors lived and thrived on might be pretty good for us, too, and that we should live on a little more meat if we can get it.

There are a great many things people want today, but they want meat first, last, and always. And it is interesting that we women want the best. We want it to rival the best clubs and hotels, but we want the men to do just what they have always been doing for us—make it easier and less expensive.

The meeting adjourned at 11:45 a. m.

Fourth Session

Tuesday, October 13, 1936.

THE meeting convened at 2:15 o'clock, Chester G. Newcomb, vice-chairman of the board of directors, presiding.

CHAIRMAN NEWCOMB: The first speaker on this afternoon's program is R. W. Regensburger, Swift & Company, who will talk on "Some Recent Developments and Current Trends in Plant Operations".

Plant Operating Trends

MR. REGENSBURGER: In selecting material for this topic the problem is relatively easy for the first section but perplexing as to the latter. The scope of operations in the packing industry covers a broad field and, correspondingly, the new developments are many.

But the choice of current trends to re-



NEW PLANT TRENDS

R. W. Regensburger, Swift & Co., outlines some recent developments in plant operations.

view is disturbing. One wavers between those which are clear-cut and well established and, therefore, old and no longer interesting, and those which are new and not fully developed, but which may prove to be a mirage, as they may be discarded when further practical applications reveal shortcomings or inherent defects.

There is a deep twilight zone between time at which a trend first looms indistinctly on the distant horizon and that at which it finally emerges clearly after sufficient practical application has demonstrated its value and feasibility. During that period in which a trend is in the process of evolution, a true appraisal of its practicability and utility is extremely difficult.

In packing plant operations a noticeable trend may be observed toward ap-

plication of means and methods for securing more accurate and reliable control of those elements in which air circulation and atmospheric conditions are primary factors. Mechanical arrangements and systems are supplanting the former practice in which the design was based principally upon the natural air circulation and currents.

Smokehouse Design

Typical of this drift is the distinct departure from tradition in the recent designs of some smokehouses both for smoked meats and sausage. The smoke house, which has remained unchanged fundamentally from the original old-fashioned smoke house on the farm, has finally yielded to the modern touch.

Present day standards for uniformity are impelling search for more precise control than is possible in the conventional type of smokehouse in which operation is dependent upon natural air circulation. Variable weather conditions, as adverse winds, high atmospheric humidity and changing outside temperature, affect results in the smoking operation in the smokehouse in common use today.

The effect of the changeable elements is obviated in the new design of smokehouse by providing means of operation entirely independent of weather. A fan and duct system afford adjustable, positive, mechanical air circulation through the smoking chamber. The relative humidity in the smoking chamber may be changed at will either increased by injecting moisture into the circulating air or reduced by replacing a quantity of the air in the chamber with fresh air.

Similarly temperature within smoking chamber may be adjusted as desired by control of heating coils over which circulating air passes. Thermostats, hygrostats, and similar regulating and control instruments, may be applied to equipment to provide almost automatic operation.

Cooling Methods

In addition to the benefits accruing from reliable control of all elements of operation and independence from atmospheric conditions, there is the added advantage in elimination of present firing pits. Smoke may be produced at a central location and piped as desired to smoking chambers.

While trend toward more reliable and accurate control of air circulation is manifest in smoke house design, which is essentially a heating problem, a similar tendency may be observed in a service of the opposite character—that of cooling.

The refrigeration of coolers and rooms has for many years been founded upon the common knowledge that cold air will descend and warm air will rise. Natural air circulation resulting from this phenomenon was employed for chilling coolers and rooms, and, accordingly, brine chambers were provided over coolers, and refrigerating coils were placed at the ceilings or high on the walls of



ON DUTY AT THE FINISH

Vice Chairman Chester G. Newcomb presides at the closing convention session.

rooms. As the natural air movement produced by small temperature differences is slow and variable, mechanical methods are beginning to appear for refrigerating rooms and coolers.

Unit coolers, consisting of a cooling element and a fan which draws air over the latter and circulates it through the room, have found much favor. Refrigeration through unit coolers is being applied to beef holding coolers, fancy meat or offal coolers, shipping coolers, and similar chilled space.

Temperature-Humidity Control

In a recent installation of a hog carcass cooler, the time-honored brine chamber was omitted. In its place a fan and duct system was provided affording a positive controlled circulation through cooler.

New developments in reliable temperature and humidity control devices are competing with the familiar temperature man. The application of systems employing mechanical circulation permit more effective use of these instruments. Through their application, relative humidity, as well as temperature, is being maintained at desired points in beef holding coolers and fancy meat or offal coolers.

Along with the trend toward greater reliability and control in the operations in which air circulation and atmospheric conditions are a factor, may be observed a tendency toward a reduction in the time required for processing—more rapid turnover. Development of the fresh cleaning of casings—no longer new—is one typical example, and the practice of chilling hogs in 24 hours is another case which will illustrate this point.

Similarly, the delicate art of curing founded upon the old, established laws of osmosis is, from present appearances,

meeting with serious competition in the practice of accelerated curing by vein pumping. For obvious reasons the innovation is cloaked in secrecy by those developing the method for their own utility, but the trend is nevertheless evident.

Quick Curing

The public acceptance of canned hams imported from European countries, which have been quick cured, has given impetus to the efforts to master the technique of curing product by pumping the curing ingredients through the vascular system. Beef tongues have been prepared by this method in this country for some time. Cooked hams, smoked hams, picnics and beef briskets have also been offered to the public in appreciable quantities.

With the almost instantaneous and thorough penetration of the curing solution through the capillaries, a milder, more uniform product results than by the conventional method in which the outer portion may be saltier than the interior. But whether those delicate shades of flavor which may be a combination of efforts from aging in the present method of curing can be caught and duplicated in quick curing remains to be seen.

The quick-cured product is, of course, ready for market in much shorter time than by the older method, permitting more rapid turnover, saving in curing space, and closing the gap between time product is put into cure and date it is ready for sale. The practice has many obvious advantages and benefits which will spur on those pioneers who are willing to explore the possibilities in the method.

In the mechanical field of plant operations, there have been developments brought to the industry which are both interesting and profitable.

Ice Freezing Methods

The conventional method of preparing ice by the can method of freezing in thick blocks, established many years ago, and unchanged fundamentally, bids fair to bow to the breath of the Arctic in the new form. Methods employing film freezing have advanced from the dim horizon and may now be viewed in clearer perspective.

In keeping with the spirit of the day for speed and economy, two basic methods have found application in practical daily operation. One is Pakice. This equipment operates on the idea of constantly scraping an ice film from the freezing surface and briquetting the slush ice produced into a solid mass. The other, Flakice, is based upon the unique scheme of freeing the ice film from the refrigerating surface by warping the latter.

Problems in application may still remain but the significant merits in the fundamental principles underlying these methods command attention.

The influence of the automotive industry, which figuratively speaking has put

mankind on rubber tires, is also being felt in the design of hand truck equipment. Rubber-tired wheels are finding increasing favor by reason of smoother running characteristics and of lessened wear on the floor and on the truck itself.

Improved and special rubber compositions have been compounded by the manufacturers to withstand the ubiquitous grease and hot water present in the packinghouse and mortal enemies of rubber. Longer life of the new products bears evidence of the promising results of the efforts of the rubber companies to prepare a combination which will be durable.

Railroad Transportation

Improved technique in fabricating stainless steels have impelled increasing application to packinghouse service in the form of table tops, pans, belts, trucks, and similar equipment.

Aluminum alloys, hard and free from the tendency to cause black stains on articles rubbed across the surface, have found some favor through lightness and low cost as pans, trays, and truck bodies.

In the field of railway transportation there is manifest a distinct trend toward greater economy in ice employed in refrigerator cars in transit. The condition is probably due to two primary factors.

1.—The awakening to the fact that the desire of the industry to deliver its product at destination in the optimum condition had led to the practice of adding more ice enroute than was necessary or useful. The refrigerator cars were re-iced regularly, according to long-established schedules, and arrived at destination in many cases with the tanks nearly full.

2.—The improvement in the insulation of the refrigerator cars has resulted in equipment with greater ability to maintain temperatures. This feature in the modern equipment results in lower ice consumption and also provides a greater factor of safety than existed in the equipment of older design.

Refrigerator Car Icing

Several methods have been employed for securing more efficient results from the refrigeration enroute. Each is different in its technique and fundamental concept, but all yield the same objective in reducing the cost of intransit icing.

There are three principal methods employed:

1.—Solid carbon dioxide as a supplemental source of refrigeration enroute.

2.—Brine retaining ice tanks.

3.—Salt shaker device.

Solid carbon dioxide, or "dry ice" as it is commonly called, possesses the inherent characteristics of heat absorbing capacity combined with light weight, small volume, and absence of moisture. It may, therefore, be added at the point of loading to supplement the water ice normally in the bunkers to carry the car through to destination without in-transit icing.

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While the cost of solid carbon dioxide is generally higher than water ice, on a unit heat absorbing basis, the total charges for icing in transit, nevertheless, may afford an opportunity for saving by the use of solid carbon dioxide in such service.

Brine retaining ice tanks also offer a possible means of saving the cost of in transit icing through the medium of an effective method of utilizing the remaining ice in the tanks. In the conventional refrigerator car ice tanks, the ice in melting assumes the shape of an inverted cone at the bottom of the tank.

As the ice has receded from its original contact with the surface of the ice tank, the transfer of heat from the tank walls to the ice is largely through the medium of air, which is, of course, a very poor conductor. By maintaining the tank full of brine, several advantages materialize:

Brine Tank Refrigeration

1.—A liquid medium which is more efficient than air is provided for conducting heat from the walls of the tank to the ice.

2.—The ice floats in the brine and is, therefore, supported at top of tank with the result that the entire surface of the tank is effective as long as a reasonable quantity of ice remains.

3.—The ice is constantly subjected to presence of salt in the brine, whereas in the conventional tank the salt is dissolved and washed away as the ice melts and the refrigerating effect reduced accordingly.

Offsetting the benefits, however, are these disadvantages in the method:

1.—High cost of added equipment needed at plants to handle and chill properly the large quantities of brine required.

2.—Possibility of leaks through valves or other parts of system which may cause loss of brine.

The salt shaker device was designed to replenish the salt on the ice which is dissolved and washed away during the melting. In brief, the arrangement consists of a sheet metal container attached inside the ice bunker and mounted in such a way that it will tip if not braced from within the bunker. The side of the container which becomes the bottom in the tipped position has a number of horizontal louvers. These are so designed that even though the container fully loaded with salt is tipped, the salt will not be emptied through the louvers without considerable shaking.

Refrigerator Car Design

The container is raised to the upright position by a chain attached to the hatch plug and is held there while the ice tank is loaded. With the tank fully charged, the ice holds the container in the upright position. During the last plant re-icing before the car is pulled, the salt shaker is filled with a supply of the regular icing salt.

As the ice melts it allows the con-

tainer to drop gradually until finally it reaches a position which permits the salt to sift out on the ice. As the container is lowering, the motion of the car gradually shakes out the entire quantity of salt and the louvers serve to spread it over the body of the ice. The fresh charge of salt accelerates the melting of the ice and causes a lowering of the car temperature.

An interesting development in the design of a refrigerator car is found in a car recently built by the Canadian Pacific Railroad in which the ice bunkers are constructed in the roof of the car. From the standpoint of fundamental principle, this feature embodies the ideal arrangement for the refrigerating medium is placed at the ceiling of the car, covering the entire area. The ice consequently is effective to the last. In addition the space formerly occupied by the car bunkers is available for loading meat products.

Two possible disadvantages are apparent:

1.—Condensation drip from ceiling may occur, although this condition was recognized in the design and some means taken to minimize it by arching ceiling.

2.—Danger of leaks in ice bunkers which might cause damage to product.

More operating experience will be required to ascertain the overall advantages in this design but in present perspective it appears to have merit.

CHAIRMAN NEWCOMB: It is a pleasure to introduce the next speaker, Albert K. Mitchell, the president of the American National Live Stock Association. He is here to discuss with us "The Cattle Producer and His Problems."

Cattle Producer's Problems

MR. MITCHELL: Were I to attempt to discuss all of the problems of the cattle producer, it would take the rest of the afternoon. I will relieve your anxiety in this respect by stating that I will confine my remarks to some of the more important problems of more or less mutual interest.

We sometimes hear the expression from people worn by the wear and tear of modern life in our big cities that they would like to go to the country to get away from it all. In discussing with you today some of the problems peculiar to the cattle producers, and others in which we have a joint interest with the packer, I am sorry to tell you that the complexities of modern life are just as much our problem today as they are yours and there seems no way of escape.

Increased taxes and cost of doing business are common to us all, likewise the increased interference of government in business, adding to the difficulties of operation and increasing the cost thereof, is reaching into the field of production while you in the field of distribution have already experienced it.

If I were to single out the one thing

which, in my opinion, is of greatest concern to our joint industries, it would be the problem of distribution. Three years ago we jointly sought a solution through the approach of a marketing agreement under the Agricultural Adjustment Act. But that one feature of Government supervision which to us seemed to offer some hope of success, was denied us. Apparently it was too simple and direct to receive consideration, while the tools for more complete control lay ready at hand in other sections of the Act.

Marketing Costs

This problem of distribution can not be discussed without the use of the trite expression that there is too much spread between what the producer receives for his beef on the hoof and what the consumer pays for it over the block. Time and again this matter has been gone into. Each time we are assured that no one who stands between the producer and the consumer is making an undue profit. But the trend in the spread has been steadily upward nevertheless.

This is your problem as well as ours. If we can not solve it we may expect to see our nation reduce its annual per capita beef consumption and turn even more than today to the numerous substitutes which are available.

We examine the field of transportation and find that while freight rates on live-stock are much higher than in pre-war days, although rates on many commodities enjoying more competition are lower, the financial condition of the railroads has had more influence on recent rate-making than any other consideration.

Fortunately recently there has been indication that the Interstate Commerce Commission has come to the conclusion that high rates do not mean increased



PROBLEMS OF THE COW MAN

Albert K. Mitchell, President, American National Livestock Association, speaks for the cattle producer.

revenues, so we may hope for some helpful adjustment in the near future. We solicit your support in helping secure such an equitable adjustment.

There seems little chance for important savings in other marketing costs. These are now under the supervision of the Packers and Stockyards Administration, and lower rates now obtain in most of the important markets as a result of its investigations.

Packer and Retailer

Next comes the packer. We are repeatedly told that beef and pork cut out at a loss in the fresh meat trade, but I must say that in my opinion the packing industry is the most successful one I ever knew which operates constantly at a loss. Seriously, I realize that net profit, as reported per dollar of business done, is relatively small. As in other fields, it seems to be a question as to the economic soundness of the system rather than of undue profits.

In the retail field, we are told that with the advent of chain stores into the meat field there were too many outlets, too small volume and consequent high cost of operation. Packers and retailers have met demand for small fancy packages which can not but increase distribution costs.

It should be said that efforts have been made to meet this situation and that they have not been entirely barren of result. The August National Beef Month is the most recent and most successful. In that effort producers, packers, railroads, (through dining car co-operation) chain stores, and the retail butchers co-operated to good advantage. Beef was featured in an extensive advertising and display campaign. Despite the heaviest August slaughter ever recorded, prices to producers were well maintained.

The success of this undertaking establishes the merit of co-operative effort and points the way to more aggressive action along similar lines in the future. In this connection credit is given to the National Live Stock and Meat Board, the agency which, with the co-operation of your Institute, co-ordinated the efforts which made the campaign a success.

Argentine Sanitary Treaty

There are some other current matters of interest I should like to touch upon. First is the Argentine Sanitary Convention. We are tremendously alarmed at the insistence of officials in the Department of State for action on this Treaty.

We, as producers, consider it the most serious threat to the welfare of our industry with which we have been confronted in a generation. It is just as serious a threat to your business. The havoc created by the 1914 outbreak of foot and mouth disease, which spread to 21 states and the District of Columbia in less than three months, must still be fresh in the minds of many of you.

The only trustworthy safeguard is the continuance of the present embargo prohibiting imports of live animals or dressed meats from countries where that

disease is known to exist. No country which accepts foot and mouth disease merely as an inevitable inconvenience, and which makes no serious effort to combat it, should have access to our markets for their surplus products.

It is unfortunate that our officials should be so blinded by a desire to stimulate international trade as to lightly cast aside the constant need for vigilance to protect the health of our herds and flocks. I urge you to oppose the ratification of this pact with every means at your command.

Next we come to the question of the reciprocal trade agreements, and the tariff generally. No Act of any recent Administration has been so universally condemned by the livestock industry as has the Canadian Reciprocal Trade Agreement. It is the first step in breaking down the tariff wall necessary for the very existence of the western cattle and sheep industries. Our costs of production, with ever-increasing taxation, are such that we must have this protection to successfully compete with Canada, Mexico, or South America.

Imports and Exports

Those who seek to justify the Canadian agreement call attention to the imports of cattle during the past 20 years as evidence that we are on a deficit basis as regards our beef production. Such statements are not sincerely made. Our

imports have been comparatively nominal. They have varied as our market prices varied, increasing whenever prices were attractive.

We believe in a tariff that operates in just that fashion—which protects us when prices are low but which permits reasonable importations when prices are high. We are entitled to no less than that. We are not producing to capacity. We exported beef during the war and can do so again if and when conditions and prices justify.

Whatever may be the merits of the Reciprocal Trade Act, it should be administered so as not to sacrifice one group of domestic producers in order to facilitate the exports of the surplus products of another group. Repeated assurances were given by administration officials that agricultural tariffs were not too high, that agriculture would not be sacrificed in carrying out the reciprocal trade program. The Canadian agreement is a direct violation of these promises.

I would like to call your attention to the alarming increase in the imports of canned beef. More than 50,000,000 lbs. came in during the first half of this year. The present rate of duty—6c lb.—is entirely too low and out of proportion to the rates on cattle and dressed beef. We have just filed a petition with the United States Tariff Commission for an increase in the rate, as provided in the

HUMAN CONTACTS AMONG THE BEST CONVENTION VALUES

(See opposite page)

- 1.—E. J. O'Connor and vice president A. V. Crary of American Can Co.
- 2.—Tom Hanley gives Frank Lavin a few pointers about the "yellow sheet."
- 3.—I. Schlaifer, Dold's, Omaha; Geo. C. Rinder, Hastings, Neb.; E. B. Veech, Milwaukee.
- 4.—Real Wurstmachers: Erich Pfrommer, supt.; Otto Finkbeiner, president; L. L. Louck, sales mgr.; Carl Finkbeiner, Little Rock Packing Co.
- 5.—Elliott Balestier, chmn. N. Auth Provision Co.; Claude Beall of S. Oppenheimer & Co.
- 6.—F. E. Wernke, Louisville, Ky., and M. C. Phillips, vice president, Griffith's.
- 7.—Waldemar Neumann of Stahl-Meyer all alone in Chicago.
- 8.—Harry Batt of Philadelphia knows boneless beef.
- 9.—Ben Rosenthal of Dallas and Harry Altman of Shellabarger's.
- 10.—Vice president R. H. Daigneau of Hormel's and secretary Jim Scully of Dold's talk over the situation.
- 11.—T. Scott Woods and H. D. Ryan of Keystone Transfer Co., Pittsburgh.
- 12.—M. Weinstein, Krey's Philadelphia representative, and Jacob Zucker of Philly are on their way.
- 13.—Vice president Geo. M. Foster and president T. Henry Foster of John Morrell & Co. enjoy the convention.
- 14.—Fred Knorr of Eau Claire, Wis., and Ben Smith of Cleveland talk sausage with L. O. Rosenfeld of S. Oppenheimer & Co.
- 15.—Geo. Abraham and C. M. Lee of Abraham Bros., Memphis.
- 16.—Sales manager R. L. Treinen and beef expert Edgar Weil of E. Kahn's Sons Co., Cincinnati.
- 17.—R. S. Scott, sales manager, and president Ike Powers of Home Packing & Ice Co., Terre Haute, Ind.
- 18.—Jack Harris, lard expert, hears about Guy Manaugh's new lard separator.
- 19.—Max Chernis of Boston does business with Joe Ilg of the Grand Trunk.
- 20.—Arthur Knapp and Arthur, jr., St. Louis order buyers who are comers.
- 21.—Ned Hayden of Baltimore and C. E. Dorman of Boston are fellow brokers.
- 22.—A. C. Hofmann of Syracuse and J. S. Scala of Utica are friendly competitors.
- 23.—Sig. Straus of Independent entertains Henry Fischer and Otto Finkbeiner.



flexible provision of the Tariff Act, and most of the major national farm, dairy and livestock organizations have joined us in that action.

We hope that domestic packers will help us in presenting the matter to the Tariff Commission at formal hearing. During the past year we have received many protests from our members complaining that it was impossible to buy domestic canned beef in any of our local markets. Certainly there is a great field here open for you if adequate protection can be secured.

Beef Grading

Our association has long been interested in the subject of beef grading. We have noted with satisfaction the steady increase year by year in the volume of government grading. It seems regrettable that so many private systems have been developed since the government grading started in 1927. They tend to nullify one of the original purposes which was to make available to the housewife a simple method of insuring quality. For that reason we had introduced in the last session of Congress a beef grading bill, H. R. 13022. We hope you will coöperate with us in perfecting that measure and in seeking its passage.

One more major topic and I am through. The great central marketing system which has been perfected during the past quarter of a century, and which probably has no equal in the world, has one great drawback—the sharp daily price fluctuations that are seldom reflected in the price of meat to the consumer. We have to plan our shipping operations a week or more in advance. Often by the time our cattle reach the market the price is \$1.00 or more lower than when the shipment was planned.

Future of Cattle Production

We cannot object to price changes that reflect a definite price trend, either up or down, but sharp declines, due simply to a slight increase in receipts, are entirely unjustifiable. More stable markets would, in themselves, tend to stabilize receipts.

In the feeder cattle field, these fluctuations have driven many producers to other methods of marketing. If continued as applied to fat livestock it will inevitably hasten the economic readjustments previously referred to.

As producers we find ourselves at the end of the long line of marketing and distribution costs and in the final analysis we are compelled to carry every increase to this burden. This explains our concern and interest in all phases of the industry and in any regulation affecting it. Economic and drouth conditions have left their mark with the result that many ranch operations that have been practically managed and that are sound from the standpoint of economical beef production, are in financial distress.

The successful future of the beef cattle producer is dependent on maintaining values at least as high as those prevailing today. This can only be accom-

plished through adequate protection of our markets against importation of foreign beef and by the education of the consuming public to an appreciation of good beef as the basis of a healthful diet.

Our industry has suffered much from low prices, drouth and depression, yet it has maintained its relative independence from Government paternalism as have few producer groups. We desire to maintain that independence of action which has been traditional in the development of the West—yet we stand ready today to coöperate with you and with other groups with which we have common interests.

CHAIRMAN NEWCOMB: We next come to the annual address of the president, William Whitfield Woods, always a high spot in our annual convention. He will discuss, "The View Ahead."

The View Ahead

MR. WOODS: In discussing the view ahead, we have some new considerations which the business man has not always had to take into account. Formerly, if a business man knew the situation of his own industry and the general economic situation, he considered himself

exploration, travel, or invention. Now business can be changed in a short period of time, almost fundamentally, by programs that find their origin in the political philosophy of the people in the controlling political position. I can find illustrations in either party's procedure readily.

We have the extreme examples, of course, in Europe. In Russia, what has been called a totalitarian state effected a change in the form of business over night. In Italy, what has been called the corporative state completely changed the fundamental character of doing business. In the United States we have had no such sweeping changes.

We have, however, had a good many changes in the status of business, and on examination, I suspect it will be found that a great many of those changes are independent entirely of any physical changes in the plant or of any great change in our production facilities. These are not due to many revolutionary inventions, but to changes in the political philosophy of the people or of the government. I make no comment as to their merit or demerit.

Hog Production

It is impossible to discuss the view ahead without discussing that element in our relationship. However, I do not mean to take up that point now, because to do so would be to present this talk on "The View Ahead" upside down. I should like to go from the general to the particular.

Before turning to the subject of the general background and setting to which our industry must adjust itself in the next few years, I should like to start with the specific things. Of course, we can not deal with the view ahead without referring to the admirable and interesting and helpful talk which Mr. Harlan gave to us. In other words, we have to start with livestock, and it is convenient to start with hogs.

To me the most startling thing Mr. Harlan said was that hog marketing or hog slaughtering may reach a normal volume by 1939 or 1940.

What does that mean?

It means that the business of the swine grower and of the pork packer has been set back about ten years.

It is a long hill that they have to climb. It was a long way down.

Pork and Lard Production

We have checked production figures from 1925 through 1934. We find that in that 10-year period production of federally inspected pork and lard per capita was 64 lbs. In 1935, production per capita of federally inspected pork and lard (and I shall stick to figures on federally inspected operations because they are better available) was only 34½ lbs. That is a tremendous decrease in volume. In 1936 the figure will be, roughly, about 46 lbs. That is the view closest at hand on production per capita.

Total production of federally inspected pork and lard in that 10-year



THE VIEW AHEAD

President Wm. Whitfield Woods of the Institute summarizes the situation of the industry.

prepared for the immediate future and ready for executive judgment, decision, and action. But that is no longer adequate.

Today, he needs to know additionally what is the controlling political philosophy—and I am not using the term in a partisan sense, but in the sense of political economy—what is the political philosophy of the people and the political purposes of the government.

Formerly, extensive drastic changes in business usually came from war,

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period, 1925 to 1934, was about 8 billion pounds. In 1935 it was $4\frac{1}{2}$ billion pounds. No matter what the commodity, either on a tonnage or percentage basis, that would be a huge shrinkage. In 1936 the production figure will be a little less than 6 billion pounds.

I have jotted down the relationship between changes in exports, population, and production of pork. I had intended to go into them, but I think that we can jump the details and come to the conclusion.

You will find that in the pork industry we have not had a situation where the American hog producer was producing for an export market that had vanished. It is true that the export market had greatly diminished, but if you will take the figure denoting increase in population and multiply it by the consumption per capita, you will find that the swine grower well could continue to produce, and can still continue to produce, for a domestic market which has grown greatly; although nobody, of course, would like to see him produce at some of the prices he received.

As another speaker pointed out there is no indication of a restoration in the immediate future of export trade on any such scale as we sometimes enjoyed.

Mr. Harlan's talk gives us an opportunity to approach very specifically the view ahead in the pork end of the business. We can take the immediate view—the hog marketing year beginning October 1, 1936, and year by year, with a little analysis of his presentation,—get a quick picture of what the next few years hold in store.

Hog Slaughter

As to the immediate view ahead—the hog marketing year beginning October 1, 1936, and ending September 30, 1937—all of you noted Mr. Harlan's view. Mr. Lewis of the Institute staff agrees with him, that slaughter from the first of this October through next April will be about $\frac{1}{2}$ larger than the very small slaughter of last winter, but about $\frac{1}{2}$ smaller than the 10-year average.

Slaughter from May to September will be possibly 17 per cent smaller than last summer. Total for the year will be about 35 to 36 million hogs. Mr. Harlan thought it would be about 36 million. So, taking the immediate view ahead, we find a federally inspected slaughter of about 35 to 36 million hogs, compared with 31 million in the year just closed and with a 10-year average of 46 million, the average of 1925 through 1934.

It is astonishing how many times one gets that figure of about 45 million hogs, no matter what ten years one takes for some time back. It is not always the case, but it holds for a number of periods.

Mr. Harlan gave us a close-up of the immediate view ahead. He told us there would be an unusual inequality between marketings in the two periods of the year. In consultation with Mr. Lewis,



BROKERS AND THEIR PACKER FRIENDS

Hospitality headquarters of Hess-Stephenson at the Blackstone. At the left is J. R. Stephenson and at the right is Stanley Hess. REAR (Left to right): K. C. Behn, Cudahy Bros. Co.; I. K. Oakley, Washington, D. C.; A. H. Keefer, Doud & Keefer; H. F. Adlam, Cudahy Bros. FRONT (left to right): A. O. Krause, Cudahy Bros.; D. Levering, Armour and Company; Edward Hess.

we are willing to suggest that in the hog-marketing year beginning now, there will be about 70 per cent of the hogs marketed in the winter packing season, from October first to May first, and about 30 per cent in the summer packing period.

Hog Supply in 1937

That estimate checks with Mr. Harlan's suggestion that the distribution of marketings will be like the distribution in the hog-marketing year beginning October 1, 1934. Distribution then was 71 per cent in the winter and 29 per cent in the summer. Last year, 1935-36, it was 59 per cent and 41 per cent. Mr. Harlan also pointed out that while slaughter in the second quarter of the hog-marketing year is usually not greatly different from slaughter in first quarter it may be much smaller this year.

Now, with a little analysis and a little fair inference from Mr. Harlan's figures, we can view the next period, the hog-marketing period or year beginning October 1, 1937, one year from now. Slaughter in winter of that year will be smaller than slaughter in year we have just entered. Slaughter in the summer of that year, Mr. Harlan thinks, may be larger than in summer of 1937.

Total probably will be smaller than total of hogs slaughtered in the year just begun. In other words he estimates that there will be 36 million hogs slaughtered under federal inspection—in the year just started and less than 36 million in the next year.

Mr. Harlan made it plain that his estimates, when he was dealing with the future, became guesses. Nevertheless, they are interesting. He believes that, if corn production in 1937 is average, slaughter in hog marketing year beginning October 1, 1938, two years from now, will be as large and probably larger than in the year which has just closed.

Future Hog Slaughter

His view in hog marketing year beginning October 1, 1939, and ending September 30, 1940, is that we may then reach a normal figure of 45 million hogs slaughtered under federal inspection. If it will not weary you, I think it is worth while to see that picture

as a whole. As compared with a previous normal supply of 45 million hogs slaughtered under federal inspection.

Here is the picture we have just passed through and the picture ahead as seen roughly by Mr. Harlan:

The year beginning October 1, 1934, a federally inspected slaughter of $30\frac{1}{2}$ million; year beginning October 1, 1935, 31 million; year beginning October 1, 1936, 36 million; year beginning October 1, 1937, less than 36 million; year beginning October 1, 1938, at least 36 million and probably more and then forty-five million again in the year beginning October 1, 1939. In other words, by 1940 the business of swine growers and pork packers may have reached a volume that was only about average 10 years earlier.

Mr. Harlan went into some detail on the cattle prospect. His general conclusion was that neither from the slaughter of cattle nor sheep can we anticipate an increase in the meat supply to offset the shortage in hogs. He thought that for the rest of this year slaughter of cattle and calves would continue quite large and would run up possibly to $17\frac{1}{2}$ million head. Of these about $1\frac{1}{2}$ million would be marketings because of drought. We should guess that if Mr. Harlan's estimate of seventeen and one-half million should need revision after actual marketings are reported, the revision probably will be downward.

Cattle and Calf Slaughter

If you will interpret Mr. Harlan's statement closely, it will be found that he is apparently inclined to believe that in the next 3 years, with favorable weather conditions, federally inspected slaughter of cattle and calves probably will not reach the number slaughtered in 1935— $15\frac{1}{2}$ million head.

I do not think anybody, in dealing with the view ahead, even in the sense of picking some highlights from another presentation and arranging them on a smaller canvas, could make the situation any more clear than did Mr. Harlan at the conclusion of his estimates of marketing. Even though you heard his talk yesterday. I should like to quote directly from this paragraph representing his summary view:

"In contrast with the situation during most of the first 5 years of 1930-1940

decade, when the livestock situation was largely vocalized by complaining producers suffering from low prices of livestock, the last half of the decade seems likely to be vocalized by consumers complaining of the short supplies and high prices of meat."

We do not need to look in any book to find who is between the producer and the consumer, whether the complaint comes from the producer or from the consumer. We hear about it in either instance.

Agriculture and Business

Aside from the physical volume of the prospective livestock supply, the industry, in measuring the view ahead, must take account, of course, of general agricultural conditions. It can be said in a very summary way that, first, farm income each month this year has been exceeding farm income in the corresponding month of last year. Secondly, land values have been rising. I should like to deal with some of the other aspects of agriculture a little later, but at this point I am speaking largely of the business situation of agriculture.

As to general business conditions which affect this industry, we find some very definite factual information. Among the favorable facts are these: Business, very apparently, continues on the up grade. We have a number of indices associated with the status of business that are based on conditions in 1923 to 1925. Those conditions are taken as 100. One is the index of industrial production as issued by the Federal Reserve Board. That index has advanced every month since spring and is now higher than it has been since February, 1930. The index has been over 100 since summer.

Another is the index of factory payrolls, which really is necessary for any measure of the other index. This is considered a pretty fair way of determining consumer purchasing power. For 23 successive months that index has been higher than in the corresponding month of the year before. The index in August, the latest month for which we have the figure available, stood at 81, the highest since October, 1930.

Manufacturing and Employment

Another index on the same basis, is that of employment in all manufacturing industries. In August that index continued uninterruptedly the advance begun in January. It stands just under 99, compared with 82 in August of last year. It is now the highest point since September, 1930.

Some people think that among the unfavorable elements to be noted now are a certain amount of labor dispute and controversy that have arisen in the management of business. That usually has been a circumstance, I once heard a speaker say, that generally has gone along with recovery. Another is the unbalanced budget.

As distinguished from the current business situation of agriculture—as

measured by the indices of which we have been talking—there is the question of an agricultural program. There is also the matter of how the controlling current political philosophy, whichever party is in power, will affect agriculture and this industry.

I think it is perfectly plain from the expressions of the two candidates, from the platforms, and from the course of policy adopted by the U. S. Department of Agriculture, that both parties will deal with the agricultural program in a sense which recognizes the farm as something more than a business—which recognizes it from the political side as an organized group.

Those in office must be careful to serve well and pleasingly. In their speeches both candidates deal with the farm as a social asset and the point of view that the farmer, because he does something different from that done in other businesses must have some sort of special treatment for the general good of the nation. Whichever party shall be in charge of the government, therefore, it is perfectly clear there will be some sort of farm program touching this industry very closely.

Farm Aid

Mr. Landon has put emphasis on the family type of farm. He has made it plain, however, that until certain balances have been restored, special help must be given to the farmer. Mr. Peek has indicated that something saving of special aid to agricultural exports should be undertaken.

On the other hand, the present administration has indicated that some form of conservation program will be pursued; that new conservation planning

is in the making. Whichever party is in power, there will be pursued some form of conservation of land and of land resources. Policies followed will have some bearing on the situation of this industry and will be a part of the view ahead.

The program of conservation pursued is highly complicated. It varies with the different regions. It is hard to follow if one is trying to get an over-all look at it quickly. In general, it has the effect, in some measure, of adjusting production. The Secretary of Agriculture has said that whereas the Agricultural Adjustment Act was aimed at production control, with conservation as an incidental, that policy is now reversed. The plan is to give benefits for soil building, productivity increase and soil conservation.

Since this north central region is devoted primarily to production of grains, the probable effect of such a program eventually would mean some readjustment of the agriculture of this region. And since it means producing less of the so-called soil-depleting crops, it may mean some slight, if not substantial, displacement of livestock production. Less livestock would be produced because substitute crops can not yield as much livestock feed as the soil-depleting crops.

There are four or five regions with varying conservation programs, and any packer situated in one of those regions would find it valuable to study the conservation program and the one being developed.

Legislative Possibilities

In addition to agricultural legislation that will come about in some form, whichever party is in office, there are certain legislative proposals that are possibilities. I hope some of them will not come to pass. I do not believe they have very much support by those closest to the problem.

For example, there is the Murphy Bill. It has a number of provisions. There are three of them to which I should like to call your attention and to which we shall invite your attention later if the industry has to protect itself against them. First, there is a requirement that packers must register in order to operate any plant in which livestock is slaughtered in commerce, and that they give bond to assure payment will be made for livestock bought.

Secondly, a system of drastic fines and imprisonment, is provided for violations of the Packers' and Stock Yards' Act. As you know, when it comes to questions of trade practice, we have seen in connection with the Robinson-Patman act, that it is very difficult in some instances to tell whether or not one is violating an act.

That has been recognized in a good deal of legislation by clapping a man into jail only after he has violated a cease and desist order that has been upheld by the courts. In other words, there is a determination first of whether there is a violation. Then, if a man con-



INSTITUTE IN NORTHWEST

Recently the Institute of American Meat Packers opened a regional office at Seattle, Wash., to serve Northwestern members, with John H. Moninger in charge. Here is Mr. Moninger, with his secretary, Miss Hurd, keeping track of industry doings by reading his latest copy of THE NATIONAL PROVISIONER.

tinues, he does so at his peril. Under this new arrangement, one would have to interpret the act, including the doubtful cases. If he guessed wrong, he might be put into jail.

Finally—and these are not by any means all the provisions, the secretary of agriculture, or his agent, would be authorized to have access at all times to all packers' books and correspondence. He can prescribe the method by which you shall keep your books and the method and form by which you shall keep even memoranda. The Murphy bill was an administration measure. The general farm organizations supported it. There has been some talk of a revival of it in the next Congress.

Unwarranted Control Sought

The interest in that measure rests on a fundamental fallacy on the part of some of those who have been seeking for a long time to have this unwarranted control over the packers' business.

To those by whom this control is sought there is the general suggestion that such control would be in the interest of the farmer.

The fundamental fallacy is this: There is no way to help the farmer by examining packers' books. It would not help him if the packers you had missed their profit figures by 100 per cent, and if the difference were taken from the packers and given to farmers.

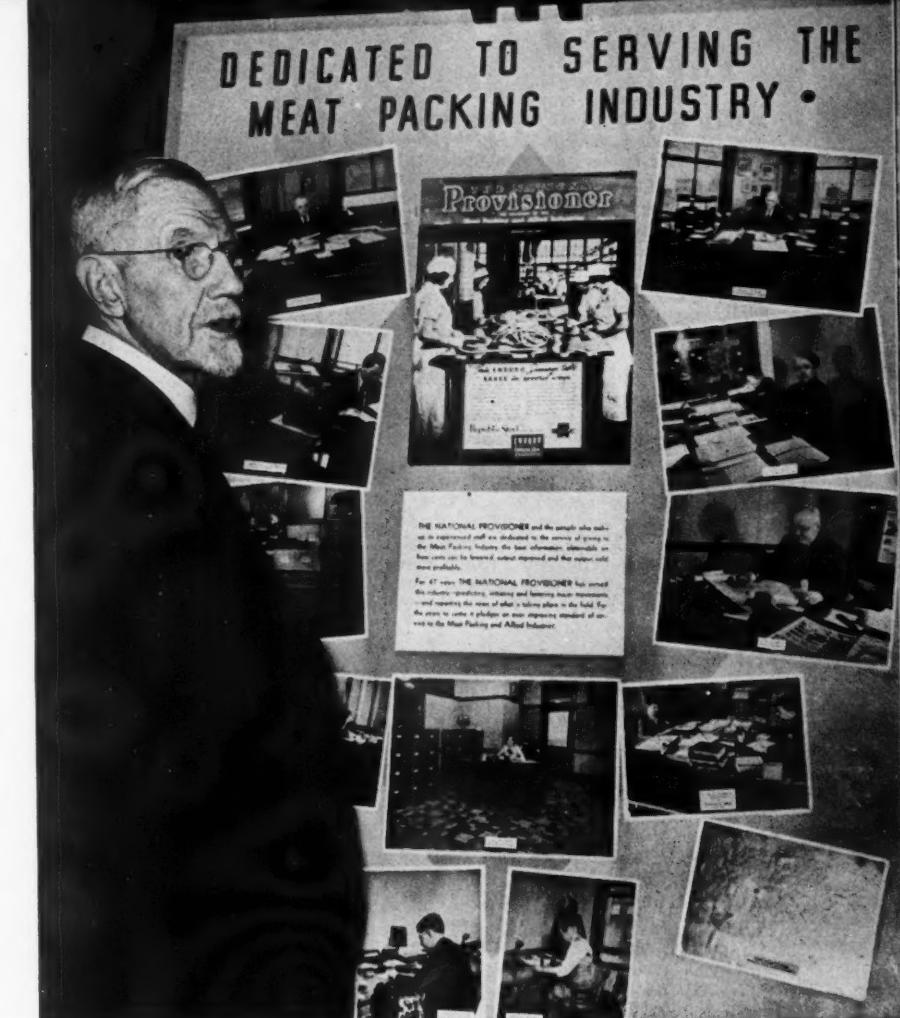
We have averaged your sales and your profits during the 11 years, 1925 to 1935, as reported by slaughtering packers to the Packers' and Stock Yards' Administration. We find they averaged 27½ million dollars. That is a return of slightly less than 1c per dollar of sales, net, a very small compensation for buying, slaughtering, dressing, marketing, cutting, curing, storing, shipping, selling, and delivering a perishable product.

Packers' Profits Already Known

In the next place, packers' profit is subject to verification by the Income Tax Division of the Bureau of Internal Revenue. This Bureau can ask for any reports it wants and examine your books to verify them. It knows its business. There is no real issue here that there is anything the matter with profit figures, and there is no possibility that the amount of money at stake, when distributed over all livestock, could make any appreciable difference.

You measure these profits in terms of 27½ million dollars. You measure the average live weight of livestock in terms of almost 27½ billion pounds. It is about 23 billion pounds. If you divide one figure into the other, you will note that there is not a coin small enough to measure the difference in price per pound which each producer would have received. In fact, there is not a coin small enough even if you multiplied that profit five or six times.

There never could be, of course, any



LIKE OLD TIMES

Past president Charles E. Herrick of the Institute recalls his old friends and collaborators of THE NATIONAL PROVISIONER staff.

such errors as we have assumed. When everything is considered one suspects some of our farmer friends really have been tricked into an interest in a subject which is of no real importance.

There is one subject of importance to which we should draw the attention of everyone. This is that it is a distinct dis-service to agriculture, to American business, to the livestock grower whose product we market, and to the consumer to whom we market it, to keep the packing industry constantly distracted by these will-o'-the-wisps from doing the job in hand—serving everyone as well as we can by attending closely to our daily business.

What Hurts One Hurts All

I think our producer, retailer and consumer friends would be genuinely annoyed if they knew the futile, foolish and silly things we have to spend our time defending ourselves against, and the amount of time we have to take from their service to go to Washington or somewhere else to meet attacks that never had a foundation and that deal with an objective that never had significance.

It seems to me that we have to realize

that livestock producing, retailing and packing really do constitute, not in any fanciful sense but actually, just one industry, and that we can not hurt or treat one division unjustly without hurting the others.

I have often used the illustration, in talking with our farmer friends, of an oil industry, I may have used the illustration previously, but I think it is timely to refer to it again. There are industries that are set up as this industry, with a producing division, like our livestock producers; a processing or manufacturing division, like packers, and a retailing division, like the retail meat dealers—all under one ownership.

Consider a large oil company like the Texas Co. or one of the Standard Oil companies, for example, which has fields, big manufacturing plants all over the country and retail outlets—all under the same ownership.

The mere fact that our industry is under different ownership with respect

to those three divisions does not change the impression the public gets from what is said by one division about the other, or as to what goes on within those divisions.

Suppose, in the case of an oil company, all under one ownership, the producing division said, and said unfairly—of course, our producers do not generally have that attitude toward the packing industry—"We could serve you well with our gas, and we could do a lot more for you if it wasn't for that rascally refining division" and if the refining division, manufacturing division or processing division said to the public: "We could do an awfully good job for you, but for those retailers—they are the bunglers; they ruin things for you" and if retailers told the same sort of story, you can imagine the attitude the public would take toward that industry and toward the product of that industry.

Robinson-Patman Act

The situation is not different merely because ownership in the meat industry is divided into three parts. From the viewpoint of the public, services and functions are exactly the same, and consumers expect the same of the industry. If one division harrasses the other, if one division unjustly accuses the other, whichever of us it is, it reacts against the other two just as quickly as it would if those other divisions were under the same ownership.

Thank goodness that situation has improved, but I think it can improve still further. This applies to all of us, packers included, who, in a moment of ill-considered irritation might say something that reflects unjustly on the others. I think we should continue increasingly to work out our common problems. If we do the result will register in the general prosperity for service given. This is particularly advisable in an industry where there is nothing of which to be ashamed and so much of which to be proud.

Another legislative possibility is the question of amendment to the Robinson-Patman Act. I skipped the subject of compulsory grading because that is primarily in the hands of producers. I think advocates and opponents of the Robinson-Patman Act are very likely to seek changes in it during the coming session of Congress.

However, the present Act is a part of the immediate picture. It modifies the theory of laws affecting trade. A lawyer friend of mine says the Sherman Act is designed to prosecute you if you do not compete hard, and the Robinson-Patman Act is designed to prosecute you if you do.

Provisions of Act Not Clear

In its present form, it is ambiguous. The lawyers are puzzled about it. Their clients are bewildered by it. For example, word "available" has been the subject of a great deal of argument. Whether it means that a concession must

be offered to all on proportionately equal terms or obtainable by all on proportionately equal terms is not clear. The Act is too drastic in places. It may not control intra-state operations effectively and may subject an interstate operator to too great disadvantages.

It may, and quite possibly will be declared unconstitutional, either in whole or in part. If it isn't declared unconstitutional, it may break down because of the difference in the effectiveness with which it covers interstate and intra-state operations, although it can be argued that it applies to both.

But meanwhile it can not be denied that the act has led to some profound changes. It stopped the clock for a while on a good many things that were being done. There is a little experimental stepping out now, a little testing of the water on the part of some of the buyers, but the so-called chiselling is probably greatly diminished.

And moreover, regardless of defects in the Act and its ambiguities, the situation which it aimed to correct—the abuses which it aimed to remedy—were in many cases in need of correction. The framers of the act tried, however clumsily, to deal with a situation that really existed. There was undue chiselling. There was discrimination in the guise of legitimate trade devices. There was a kind of competition that went to the length of destruction of competition, perhaps sometimes through the excessive pressure of the buyer. These are abuses at which the Patman Act aimed, which it is to the interest of all to eliminate by some means.

Industry Code Successful

What is a wise policy for this industry while that cloudy act is being thrashed out and tested? I think a wise policy, and I base this on the general attitude the Legal and other committees of the Institute have taken, is not

to be entangled with the act, but to capitalize the interest in the subject matter of trade practices, and execute our own program. We should proceed, in the light of the quickened interest and increased eagerness to be rid of these bad practices, to work out a program of our own—a voluntary program for the industry. Through mutual cooperation and mutual high standards we can rid ourselves of any such practices, if any, as survive.

We tried that in the Code of Trade Practices of the American Meat Packing Industry. This was a voluntary code and has been carried forward on that basis. The secretary of agriculture wanted voluntary compliance.

There has never been a case in which a complaint has been made under the Code of Trade Practices of the American Meat Packing Industry in which the respondent has not desisted from the practice complained of, when violation of the code was found. And in only one case have we gone outside of the councils of the industry. This is almost a complete demonstration of the possibility of voluntary cooperation.

We had a program which the Institute itself wanted—which members of the Institute wanted—and for which we had practical unanimity. I am not suggesting that we amend the code. I think that has its dangers. There may be danger in opening up a document of that type which has been so favorably construed.

But we can make an examination of the situation in this industry. We can profit from the current interest in the subject. We can make things still better than they are in connection with trading practices, and particularly those that affect unfairly the possibility of a fair and honest profit.

To that end, at the direction of the Board of Directors, the Institute has appointed a special committee to investigate the situation in the industry. Standing committees will work on the same subject. W. S. Clithero has consented to be chairman of the committee. This committee has held meetings and is proceeding to make a survey of the situation. Something can be done.

In the Robinson Act, whatever its other demerits, we find clear recognition, that there are points at which destructive competition becomes undesirable. The Patman-Robinson Act is not alone in that viewpoint. In the Appalachian Coal Case and in the Sugar Institute Case we find clear encouragement to industry to deal with those practices that are undesirable and that in many instances are destructive to the prosperity of the industry.

Voluntary Action to End Abuses

One of the most conservative bodies in the world—the Supreme Court—says:

"Voluntary action to end abuses and to foster fair competitive opportunities in the public interest may be more effective than legal processes, and cooperative endeavor may appropriately



SLICING QUALITY

Paul Trier of Arnold Bros. is proud of his product. (Photo TeePak News.)

have wider objectives than merely the removal of evils which are infractions of positive law; nor does the fact that the correction of abuses may tend to stabilize a business or to produce fairer price levels require that abuses should go uncorrected, or that an effort to correct them should for that reason alone be stamped as an unreasonable restraint of trade."

That is a broad charter, it seems to me, for American business, within the limits of honesty and fair competition, to proceed by voluntary action to do away with those practices which tend to destabilize markets and to deny fair prices. The court plainly says that the mere fact that those corrective measures tend to stabilize markets or tend toward fairer prices is not necessarily an evidence of restraint of trade. I do believe that the committee mentioned is going to get something done.

Government in Business

There is the Windfall Tax in the immediate legislative situation. Mr. Aaron discussed that at great length. I shall not in any way comment on it.

I want to come back, as a conclusion, to the suggestion that any consideration of the view ahead of the packing industry—the same thing would be true of any American business—is incomplete without taking into account, from a non-partisan standpoint, the current controlling political philosophy to which your business must adapt itself.

This affects almost any business. A business man now must measure something that is harder to put a ruler on than supply or markets. We saw an example of it under a Republican administration, when the Federal Farm Board was tried out. The government went into speculative business.

The operator of a grain elevator found his business affected. He found that those measures distinctly affected the view of his business, the situation of his business and the view ahead of his business. The funds of the Federal Farm Board, organized in President Hoover's administration, were pyramided into larger credit resources, and some of the banking institutions found they were definitely, in some way and to some degree, in a new situation.

Government Competition

You can just as easily find examples of what I mean in the Democratic administration, and in neither case am I trying to comment on the merits of a scheme. I am trying to make the point that, in any picture of the view ahead, account now must be taken, not only of the general economic situation, the statistical situation and the economic prospect of the industry, but also of the political situation in the sense of political economy.

Here is an instance almost next door. Down the street is a theatre called the Studebaker. There you will find a play called "Dead End," produced by Norman Bel Geddes. It is rather an unusual sort



TALKING IT OVER

- 1.—Dr. F. C. Vibrans and John Roberton discuss lard research.
- 2.—Herman Mayer, sr., and "Old Timer" Chas. Dieckmann know sausage.
- 3.—Con Yager tells Frank Davis of the old days.
- 4.—R. C. Pollock talks meat with Will Schluderberg.
- 5.—Jay Decker and V. D. Skipworth recall things.

of play, and, therefore, it may have been considered rather a risky venture. But Mr. Geddes put his money in it.

Next door to this hotel is the Blackstone Theatre. It has a play there called, "Broken Dishes." That play is financed this way: Mr. Geddes and other producers pay taxes; so do the rest of us. They are turned over to the government, and the government, for the purpose of finding employment for actors who have been on relief, hired the Blackstone The-

atre, and a few blocks away from "Dead End," they opened up this theatrical production called "Broken Dishes."

Both plays are very popular. Mr. Geddes may like it or he may not like it. It may be wrong or it may be right; but he has a new element facing his business.

We have seen the same thing in meat canning and other types of manufacturing. The mattress manufacturers have also. So I say, regardless of its merit or demerit, it is important to take account of the current political philosophy if you are going to fit your business into the general situation.

Government As Business Factor

Through such cases as I have cited, and through other cases with which you are familiar, I think we can pin down some of the current controlling principles that business must at the moment fit into.

Item 1 is the principle that it is right for a government to tax its citizens and then compete with them in their own business fields. This may be entirely right, or entirely wrong.

Item 2 is the principle that it is right to take money away from one group of citizens and give it to another group of citizens, to be used to compete with the first group of citizens.

Item 3 is the principle that it is right to treat one group of citizens differently from other groups of citizens. For example, under the new revenue act, co-operative forms of business are exempt from certain taxes which the corporate form of business has to pay. That is of distinct interest to any business man who must compete with co-operative enterprise, of which there are some in every industry.

The Institute's policy is not, in any sense, against the co-operative movement. A good many meat packers know what co-operation is in trade associations and related organizations. The general view is, and it is the view we have been taking in your behalf and shall continue to take in the immediate future, that all business should start from the same mark.

There should be no favoritism through legislation or subsidy to different forms of businesses—consumer co-operatives, for example. There have been statutes passed to satisfy particular groups, and the population on occasion has been dealt with in terms of groups.

Government for Groups

Item 4 is the principle that special dispensation should be made to certain groups. I am not challenging or endorsing this. Both candidates favor benefits of some kind to farmers as a class, and I am sure the packing industry would be the last one to decry the importance of agriculture, both as a business and as a sort of backbone in our political economy, our business structure, and our citizenship.

Running through all these items mentioned is a sort of common theory and

practice—the theory and practice of government, to some degree, for groups, of groups, and by groups.

This brings me to the end of this examination of the view ahead. If it is really sound that the business man will find himself increasingly affected by the political structure, then it is important that he take his own part. It is important also that he function as a citizen, of course, because he does not cease to be a citizen because he is a business man. He can not sit back and suppose that, because he keeps quiet, nobody will hurt him. If he keeps quiet enough, somebody is almost sure to hurt him. We have learned that. It is legitimate that he make his services and his integrity understood.

Some time ago a speaker who addressed you yesterday—Mr. Colby M. Chester, President of the National Association of Manufacturers and Chairman of the Board of General Foods—spoke before the Associated Industries in Missouri. I think this point of view was stated by him a great deal more clearly and a great deal more forcefully than I have been able to put it down. I should like to read you as a conclusion of my presentation of the view ahead, his injunction to the business men of Missouri in the manufacturing field:

As One Business Man Sees It

"Industry has been strangely silent of late years. The implication flowing from the silence is that we are either guilty of the charges against us or lacking in moral courage. There is not a man in this room without definite power and definite responsibilities. . . .

"Are we truly serious in our desire to regain our lost reputations? If we are, then let us fairly and frankly recognize and credit the mistakes of the past. In the business life of the nation involving millions of people, it is not surprising that there are sordid and selfish men just as there are sordid and selfish men in all walks of life.

"The surprising thing is that they have been tolerated as long as they have. It is time to rout those among us who are responsible for our tarnished reputation. It is time to marshal the forces of business opinion, to raise our entrance requirements, and to fearlessly repudiate those whose code of ethics is so low as to bring disgrace on the whole business world." (I think fortunately our industry is fairly free from that sort of thing, and that men in any industry can be led to forsake misconduct.)

"Let us review again and again the whole question of employee relationship and social security, as most of us have been doing for some time, and solve it in the light of reason and fair play. Let us reweigh the proper balance between stockholder, employee, and consumer, in the distribution of our profit and the sharing of our loss, and do even-handed justice without fear or favor. Let us correct our trade practices ourselves where they are wrong and not wait until the government takes the initiative.



PLAN COMMISSION HEAD

Thomas E. Wilson, again chosen head of the Institute Plan Commission. He is also founder of the Institute of Meat Packing, University of Chicago.

"Let us advertise honestly and recreate a spirit of confidence on the part of the consumer in the products we advertise. Proper advertising can not condone exaggeration and bad taste even if temporary loss in sales is the result. An untrue advertisement hurts the whole advertising profession, the advertiser that puts his name to it, the agent that prepares it, and the medium that publishes it.

"Let us be frank and forward in statements regarding our business to those that own our business, our stockholders, and, finally, let us do everything in our power to achieve a proper understanding between ourselves and the public at large.

"In a spirit of true enlightenment, without rancor or malice or political bias, industry should speak. How can we longer continue to seek the seclusion of silence and expect any judgment except that which has been passed upon us in recent years? . . .

"This is our common country . . . endowed as in no other, inspired by a tradition surpassed by none . . . It matters not where we come from or where we live. Let us be patriots first and partisans afterwards. Let us march forward together, shoulder to shoulder, believing in a newer and greater destiny for the American people, let and inspired by the greatest statement of principle ever given the human race: 'Therefore, all things whatsoever ye would that men should do to you, do ye even so to them.'

At this point in the session H. Harold Meyer, treasurer of the Institute, made his report.

Election of Officers

The following officers and directors were unanimously elected:

Chairman of the Board—Frank A. Hunter, Hunter Packing Co., East St. Louis, Ill.

President—Wm. Whitfield Woods, Institute of American Meat Packers, Chicago.

Vice Chairmen—E. A. Cudahy jr., Cudahy Packing Co., Chicago; Jay C. Hormel, Geo. A. Hormel & Co., Austin, Minn.; Chester G. Newcomb, Lake Erie Provision Co., Cleveland, O.; William F. Schluderberg, Wm. Schluderberg-T. J. Kurdele Co., Baltimore, Md.; Geo. A. Schmidt, Stahl-Meyer, Inc., New York City; V. D. Skipworth, Adolf Gobel, Inc., Brooklyn, N. Y.

Treasurer—H. Harold Meyer, H. H. Meyer Packing Co., Cincinnati, O.

Directors (3-year term)—E. C. Andrews, Jacob Dold Packing Co., Buffalo, N. Y.; Curtis B. Cross, Valley Packing Co., Salem, Ore.; F. A. Danielson, Carstens Packing Co., Tacoma, Wash.; L. W. Kahn, E. Kahn's Sons Co., Cincinnati, O.; W. R. Sinclair, Kingan & Co., Indianapolis, Ind.; G. F. Swift, Swift & Company, Chicago; G. L. Childress, Houston Packing Co., Houston, Tex.

Directors (2-year term)—R. H. Cabell, Armour and Company, Chicago; Frank Kohrs, Kohrs Packing Co., Davenport, Ia.; D. R. Howland, Miller & Hart, Chicago; W. E. Felin, John J. Felin & Co., Philadelphia, Pa.; T. Henry Foster, John Morrell & Co., Ottumwa, Ia.; G. W. Birrell, Chris Kunzler Co., Lancaster, Pa.; Robert Swanston, C. Swanston & Sons, Sacramento, Calif.

Directors (1-year term)—T. P. Breslin, Standard Packing Co., Los Angeles, Calif.; P. E. Tovrea, Tovrea Packing Co., Phoenix, Ariz.; John W. Rath, Rath Packing Co., Waterloo, Ia.; Oscar G. Mayer, Oscar Mayer & Co., Chicago; Fred M. Tobin, Rochester Packing Co., Rochester, N. Y.; Samuel Slotkin, Hygrade Food Products Corp., New York City; Thomas E. Wilson, Wilson & Co., Chicago.

Executive Committee—R. H. Cabell, E. A. Cudahy, Jr., Frank A. Hunter, W. R. Sinclair, Oscar G. Mayer, John W. Rath, Geo. A. Schmidt, G. F. Swift, Thomas E. Wilson and Wm. Whitfield Woods.

Institute Plan Commission—Thomas E. Wilson, chairman.

There being no further business the convention adjourned sine die.

A WEDDING ANNIVERSARY

One of the missing was veteran A. O. Luer, head of the Luer Packing Co., Los Angeles. There was a good reason. He and Mrs. Luer, who had such a good time at last year's gathering, were celebrating their 50th wedding anniversary just at convention time. The date was October 10, and "Uncle August" Luer from Alton was one of the many guests at the celebration.

Cruise of the Good Ship Institute

AS A climax to the 31st annual convention packers and their ladies enjoyed a novelty in the history of conventions—a cruise to Bermuda.

Even though the cruise was synthetic, it had most of the thrills of a real ocean voyage—all except the seasickness. The ballroom of the Stevens was a replica of an ocean steamer. Sights and sounds were of the ship and the ocean, and the guests really felt they had been somewhere and seen something.

"Anchors aweigh!" was the cry at seven thirty on Tuesday evening, and the Good Ship Institute sailed out of New York harbor.

Sights and Scenes

Saluting the Statue of Liberty as it was passed on the way out, the ship docked at Atlantic City for a brief period, sighted Washington in the distance—where the Senate Committee on agriculture was holding a hearing on the processing tax—skirted the coast of Virginia and the Carolinas, heard old songs resung from the verandah of a Virginia homestead and listened to the Carolina darkies sing "Old Man River" as the good ship passed.

In the course of the voyage a serious note was injected when Sir Wilmott Lewis, Washington correspondent of the London Times, talked of "The European Situation," after which the boat docked at Bermuda, and amid the greetings of visitors and natives the guests went ashore.

The spacious reception hall of the grand ballroom of the Stevens Hotel had been turned into a dock at which the Good Ship Institute was anchored. There the more than 800 guests gathered, the

men with their sun helmets and the women with their head bands of gold—passport in hand—and boarded the ship into which the ballroom had been transformed.

Almost Missed the Ship

Seated at the Captain's table were 46 industry leaders and honored guests, who lent not only dignity but atmosphere to the occasion as they entered wearing officers' caps, some placed firmly and primly on dignified heads, while others were at the properly rakish angle of the knowing seadog.

All guests were aboard, the gang plank was drawn in and the Good Ship Institute was about to depart when there was a frantic hail from the shore. The engines were stopped, the gang plank replaced and a belated Institute leader, Oscar G. Mayer, came aboard. Then the Good Ship steamed away.

Night on the deck of a liner at sea, with soft blue-green light over all, but with powerful white lights directed on the ship's bridge and the captain's table just below, lent a happy atmosphere in which the guests partook of an elaborate course dinner of which delicious, properly-aged sirloin steak was the piece de resistance.

Passports Required

Banquet tickets were in the form of passports, replicas of the usual passport required of the ocean traveller. On the outside was a reproduction of the seal of the Institute, with the words, "Passport, Cruise of the Good Ship Institute, October 13, 1936." On the inside was the proclamation of President Wm. Whitfield Woods, countersigned by

Chairman F. A. Hunter of the Board. A mirror provided the passport photo, under which was the description of its holder.

Construction, decoration and entire production of the Good Ship Institute was designed and executed by Marc T. Nielsen. Lyle Hagan was the stage manager and Dick Wells the first mate. There was a quartet, a pipe organ with Charles Bennett at the keys and radio furnished the necessary jazz.

MENU

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| Delice Mondaine, Gourmet Toast Melba |
| Essence of Tomatoes, Chantilly |
| Hearts of Celery en branche |
| Colossal Ripe Olives Spanish Queen Olives |
| Individual Sirloin Steak, Fresh Mushrooms, Sauce Bearnaise |
| Bermuda Potatoes Fondante |
| New String Beans au beurre |
| Heart of Lettuce, Stevens French Dressing |
| Bombe glacé Fantaisie, Rum Sauce |
| Petit Fours Mignardises |
| Demi Tasse |

As the voyage progressed the time arrived for the formal proceedings.

The European Situation

TOASTMASTER HUNTER: Sir Wilmott Lewis, Washington correspondent of the London Times, has just come aboard. We are going to turn the tables on him. We are going to ask him to talk to the Institute about the European situation.

SIR WILLMOTT LEWIS: Deliver me and all other poor devils who are condemned to make these dangerous trips. I should like to state before saying any-



On Their Way Over the Gangplank Into the Good Ship Institute

CRUISE OF THE GOOD SHIP INSTITUTE
AT THE
ANNUAL DINNER
INSTITUTE OF AMERICAN MEAT PACKERS
THIRTY-FIRST ANNUAL CONVENTION
HOTEL STEVENS CHICAGO OCTOBER 13, 1926



thing further that many of my best friends have been economic royalists.

It should be, and I do not doubt it is, the duty of the speaker to pay a decent respect to the digestion of mankind at a time like this. It is not only hard on you, but it is hard on me that I should be asked to talk after a very pleasant dinner about anything so complex as the European situation. Yet it is something which is immensely important. It is something which darkens the minds of men everywhere. I am going to do the best I can to talk about it as it seems to me, but I want you to understand that I am not preaching any new gospel here.

It is less than 20 years since the last general war—the World War. We live at a time when millions upon millions of men and women remember the fighting, the death, the maiming, the impoverishment, the destruction and the furious futile wastes of those 4 years between 1914 and 1918. Incredible as it may seem, there are many who believe this thing may recur; that within a year or two the same immense and murderous futility may be committed again.

I should like to say that this World War, through which we all went, differs in one very important respect from all, though there have been few, other great historical catastrophes.

The geologists tell us that through remote ages past what is now the Mediterranean Sea was a valley, an inhabited valley. Waters broke in and made of that valley the sea that we now know. Here was a historical catastrophe utterly beyond the power of human beings to control or to prevent.

Democracy and Its Influences

Seventeen hundred years ago the Roman Empire was broken down by the movement of nomad tribes up and down the continent of Europe. Those were great historical catastrophes, but the one which came in 1914—and it is not yet over—differs from both those others. It existed in the minds of those who suffered from it. The World War in 1914 would never have begun and could never have begun unless great groups of human beings had not thought certain thoughts, desired certain ends, and willed certain acts. It was separated from, distinguished from, distinct from earlier human catastrophes.

We thought of it when it was over as though it ended an epoch, and in one sense it had. It ended the old theory of the divine right of kings, but it is a question now in many minds whether, much rather than ending an epoch, the World War was not an unhappy but still incomplete phase of the development of the modern world. When I say the modern world, I mean the world which was brought into being by two of the three great changes in human history.

The first of these changes—and there have been only three—was the coming of Christianity, upon which we will not touch at the moment, although it had immense political importance. The other great changes were, first, the coming

of democracy and nationalism, which were brought into existence by the American and the French revolutions at the close of the 18th century, and the conquest by man of the forces of nature which we call, roughly, the industrial revolution.

It was as though, with the American and French revolutions in 1776 and 1789, with their release of the energies of classes which had been submerged under the twin evils of heredity and privilege, those classes had brought about its almost immediate effect—the conquest by man of the forces of nature. This may sound dull, ladies and gentlemen, but it is vital for any understanding of our own times.



WILL THE POT BOIL AGAIN?

Sir Willmott Harsant Lewis, Washington correspondent of the London Times, tells packer banqueters of the European situation.

Up to the end of the 18th century, this world was a static world. It lived, in fact, upon the annual embodiment of the sun's energy in vegetable matter. We built our cities with wood; we built our ships with wood; we bleached our textiles with wood. Deforestation was a growing and appalling danger. The birth rate was enormous. Men and women in those days bred with the charming inconsequence of the Belgian hare, but the death rate was equally enormous and population remained static.

Invention and Population Increase

At about the beginning of the 19th century certain discoveries and inventions released the world from this stagnation and unlocked for it the stored treasure house of the world's wealth lying under the ground. From that moment incredible things happened. The labor of the human being became more valuable and was thus more preserved. People commenced to think of sanitation and of hygiene. The birth rate remained

high, but the death rate was reduced. Immense human migrations set in.

Thirty-six million people entered this country in the 19th century from the Old World. In the 19th century the population of the English-speaking peoples increased 8-fold. The population of Europe, which at the end of the 18th century was about 180,000,000, at the end of the 19th was 450,000,000. In other words, Europe added to itself two and one-half times as many people as all the previous centuries had accumulated. We had entered upon an incredible new period in the development of the human race, and we are today within that period.

It is the forces which were unloosed at that time, the forces, aye, of democracy and nationalism, released by the American and the French revolutions, and the social pressures set up by that multiplicity of events, discoveries, skills and energies, which we call the industrial revolution, which together make the world into which we look with such grave doubt, such disquiet, such uncertainty today.

Democracy Challenged

There is literally no end to the elaboration which might be made, should indeed be made, if we are willing to understand it, of those things I have but very briefly mentioned. But some brief mention of them is essential to any understanding of what the world is moved by and is in its human mass sense responding to today.

It is a familiar saying to those of us who speak the English language that democracy today is challenged. I think that is true. I think it is challenged both from without and from within. Let us remember that this democracy and nationalism which were born toward the close of the 19th century did not immediately defeat, though they began the defeat, of the old system of heredity and privilege.

It was not until the close of the World War that the disappearance of the Romanoff, the Hapsburg and Hohenzollern empires brought sharply to the minds of men that so far as the western world was concerned, the old day of heredity and privilege was over.

Those who made the peace of 1919 assumed that it would be well, that it would be wise, to impose upon the succession states of that period the system known as the democratic form of government. Some among them were not ripe for that form of government, and it is where democracy was not ripe that democracy has been denied. There is nothing surprising in this. There is no more difficult way of life than the democratic way of life.

It exists always with nationalism, and unless nationalism is tempered by democracy, or democracy is tempered by nationalism, a state of unbalance is set up which is dangerous. Wherever this unbalance exists, it is invariably nationalism which grows unchecked, and it is precisely this growth of an un-

unchecked nationalism whose final and exaggerated form we call imperialism. It is precisely this growth of an unchecked nationalism which is now setting the world alight with anxieties and disquiets.

Democracies Accused

Not only that, but we live in a world today in which the most powerful force is the force of applied science. We live in a world whose technological development is so amazing, whose possibilities of national integration, of action in a military or economic sense by an entire people are so incredibly great, that the dangers which might be attached to a nationalism of 200 years ago have been multiplied beyond the mind of man to conceive of in our time.

The vague instance would be to say that war, once an affair of professional armies, is now an affair of whole peoples, and that in order that it may become the affair of whole peoples, an infinite variety of other technological devices may be brought into play and exerted in the form of propaganda to arouse whole peoples to the necessary unanimity of feeling to justify military action.

Let us not condemn countries in which this exists. Our danger, as I see it, is not so much that there are certain countries in the world in which the army has become a sort of mystical epitome of the state as that those of us who still call ourselves democratic should be unready for the test.

Remember that we are subject to grave accusations. When I say "we," gentlemen, I mean such democratic countries as yours, as those which compose the British Commonwealth of nations, as France, the Scandinavian countries and Holland. The accusation brought against us, and particularly those among us—America, England and France—which are the most powerful, is an accusation against the quality of our democracy. It is that, having with the coming of democracy and nationalism destroyed heredity and privilege, we have now set up within ourselves another form of privilege, not a privilege of birth but the privilege of wealth; that there is the grave maldistribution of wealth within our borders.

The State and Its People

I am coming to the belief (and I say this quite frankly) that important and vital as must be our readiness to accept the challenge to democracy from without, even more important should be our readiness to meet the criticism of democracy as it applies to conditions within our own borders. There is ultimately no guarantee of our ability to meet any challenge from without save the existence within our own borders of loyal and contented peoples living under conditions whose equality and opportunity is enough to make it possible that every man and every woman within our country shall be able to make the best of what is in him or herself.

I no longer am a believer in the old argument, known as the stake-in-the-country argument. I do not think that the stake-in-the-country argument can any longer stand up against conditions of our own day and time. It was said that the man whose purse was chiefly concerned was the man whose voice should be chiefly heard, was the man who, from a property and material point of view, had a stake in the country.

I say to you frankly, I say with deep and inner conviction—that if a stake in the country means a stake in the good government of a country, the man who really has that stake is not the man who possesses something but the man who possesses nothing. From the man who possesses something, something may be taken; from the man who possesses nothing, there may be taken that which he hath, even unto his life. He it is who in the fullest and most pressing sense holds a stake in the good government of countries which today are so technologically advanced as to withdraw from the great mass of the workers the tools of their own work.

I shall not elaborate the point any more, save as it affects my general argument that today not only is it imperative that the democratic countries of this world should be wary of what happens without, but they should look to their

own inner conditions. I say this with deep conviction as to my own country, and I ask you to ask yourselves of yours.

Applied Science Changes World

So much having been said by way of too lengthy exhortation, let me point out one other thing. The 19th century, from 1815 to 1914, went by without any general war. There was what might be described as a general war in the Napoleonic Period. When that ended, Europe, or the world in general, passed into a period lasting 99 years in which there was no general war. There were incidental wars, many of them important, but no general war, and let us remember that it is the fear of a general war which darkens the minds of men and women today.

I am not speaking chauvinistically, as it were, when I say that there was no general war from 1815 to 1914 because the name and strength and financial power of Great Britain stood as obstacles. There are many things which might be said by way of elaboration and detail there.

We enjoyed or practiced what came to be called splendid isolation, and our naval and financial power was sufficient to make our influence determinative in the prevention of a general war. But in the meanwhile technology was at work.

Seated at the Captain's Table

- JAMES R. LEAVELL, *President*, Continental Illinois National Bank & Trust Company of Chicago
SAMUEL SLOKIN, *Director*, Institute; *President*, Hygrade Food Products Corp.
C. J. FAULKNER, Jr., *General Counsel*, Armour and Company
S. T. BLEDSOE, *President*, The Atchison, Topeka and Santa Fe Railway System
E. A. CUDAHY, Jr., *Vice-Chairman*, Institute; *President*, The Cudahy Packing Company
JAMES O. MCKINSEY, *Chairman of the Board*, Marshall Field & Company
JOHN W. RATH, *Director*, Institute; *President*, The Rath Packing Company
ALBERT K. MITCHELL, *President*, American National Live Stock Association
THOMAS E. WILSON, *Director*, Institute; *Chairman of Board*, Wilson & Co., Inc.
SIR WILLMOTT LEWIS, *Washington Correspondent*, London Times
FRANK A. HUNTER, *Chairman of Board*, Institute; *President*, Hunter Packing Company
WM. WHITFIELD WOODS, *President*, Institute
GENERAL CHARLES G. DAWES
E. A. CUDAHY, Sr., *Chairman of the Board*, The Cudahy Packing Company
WALTER DILL SCOTT, *President*, Northwestern University
OSCAR G. MAYER, *Director*, Institute; *President*, Oscar Mayer & Company, Inc.
WALTER J. CUMMINGS, *Chairman of Board*, Continental Illinois National Bank & Trust Company of Chicago
T. HENRY FOSTER, *Director*, Institute; *President*, John Morrell & Company
HENRY M. DAWES, *President*, The Pure Oil Company
JAY C. HORMEL, *Vice-Chairman*, Institute; *President*, Geo. A. Hormel & Company
L. A. DOWNS, *President*, Illinois Central System
W. W. SHOEMAKER, *Vice-President*, Armour and Company
H. A. SCANDRETT, *President*, Chicago, Milwaukee, St. Paul and Pacific Railroad Company
- A. C. SINCLAIR, *Vice-President*, Kingan & Company
A. J. KAISER, *Chairman of Board*, National Association of Retail Meat Dealers
G. W. BIRRELL, *Director*, Institute; *Secretary*, Ch. Kunzler Company
DAVID H. REIMERS, *President*, The Live Stock National Bank of Chicago
LOUIS W. KAHN, *Director*, Institute; *President*, The E. Kahn's Sons Company
CHRIS ABBOTT, *Member*, Executive Committee, American National Live Stock Association
FRED A. CUSCADEN, *Vice-President*, The Northern Trust Company
CHARLES E. HERRICK
P. H. JOYCE, *Trustee*, Chicago Great Western Railroad Company
LAURANCE ARMOUR, *President*, American National Bank & Trust Company
EDWARD F. WILSON, *President*, Wilson & Co., Inc.
PAUL S. WILLIS, *President*, Associated Grocery Manufacturers of America
D. R. HOWLAND, *Director*, Institute; *President*, Miller and Hart
A. N. WILLIAMS, *President and General Manager*, Chicago & Western Indiana Railroad Company
W. F. SCHLUEDERBERG, *Vice-Chairman*, Institute; *President*, The Wm. Schluderberg-T. J. Kordle Company
FRANK MCNAIR, *Vice-President*, Harris Trust & Savings Bank
CHESTER G. NEWCOMB, *Vice-Chairman*, Institute; *Vice-President*, The Lake Erie Provision Company
C. L. RICE, *President*, The Chicago Association of Commerce
H. HAROLD MEYER, *Treasurer*, Institute; The H. H. Meyer Company
HOMER GUCK, *President*, Chicago Herald & Examiner
F. A. DANIELSON, *Director*, Institute; *General Manager*, Carstens Packing Company
PAUL I. ALDRICH, *Editor*, The National Provisioner
M. F. PECKELS, *Manager*, National Users Motor Trucks Sales, International Harvester Co.

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GUESTS AT THE SKIPPER'S TABLE GET READY TO GO ABOARD

1.—Admiral Charles E. Herrick (retired). 2.—Gen. Dawes and Sir Willmott Lewis compare notes. 3.—Commander Walter Dill Scott and Paymaster General James R. Leavell.

Applied science was changing the world, was changing social conditions within countries, and that amazing and extraordinarily able and industrious people, the Germans, made enormous forward strides. They attracted into their orbits satellite powers, and England was shaken out of its isolation finally and definitely by the announcement in 1900 that Germany intended to build a great navy.

And then, if I may rapidly summarize for you what took place, you observe that England in 1902 made an alliance with Japan and was able to withdraw a great deal of her fleet from Far Eastern waters and concentrate them in the North Sea. You will observe that Great Britain in 1907 made the entente confrere with France with the further realignment of naval power, and you will remember that an understanding was reached with Russia—too late. The war of 1914 broke out.

Can General War Be Prevented?

I have gone so far into this in order to lead up to one statement which it is, in my judgment, important to make at this time. Great Britain no longer has the power to do what she was able to do between 1815 and 1914. Her naval power is shared with the United States. I should advance it as extremely unlikely that Great Britain would ever accept the principle of parity at sea with any other power, but parity at sea has been accepted with the United States, and I am profoundly glad that it has. But neither in the sense of naval supremacy nor financial supremacy has Great Britain any longer the power to step in between the world and a general war as she did between 1815 and 1914.

Nor, even if this country had the will, which I think it has not, has this country the power, naval and financial, to prevent a general war. The power to do that exists, but it does not exist nationally in any one nation. It lies, if we will use it, in the hands of the democratic countries; that is to say, the United

States, the member nations of the British Commonwealth, and France.

How cooperative action to this end could be brought about, I do not know. God may know, but He is unlikely to tell the world. But I am very sure that the power lies implicit in the existence of these three countries or groups, whose attachment to what we call democratic form of government ought, upon the face of it, to be enough to lead them toward cooperative action.

I am beginning to feel very sorry for my audience at this time. You have had dinner. The digestive processes are at work, and there intervenes a solemn man with a cold in his head and a singularly rasping and unpleasant voice to say singularly rasping and unpleasant things to you.

General War Not Likely

I do not believe that the world lies in any such immediate danger of a general war as some pessimists say. The truth is that a general war now would mean almost inescapably a return to barbarism. And the men who are directing things, no matter how dictatorially they are directing them, know that.

And yet if there were that threat, I ask myself how the great democratic countries would respond to it. Would it be in the sense of common action, or would it be in the sense of an attempted neutrality?

I should like to say a word or two about neutrality, if I may, without offense, to an audience composed of Americans, whose minds are chiefly directed toward the art of neutrality. Abstention from a general war for this country would only be possible if democracy were working much more smoothly and much less subject to inner conflicts than I have yet observed it to be working in any democratic country.

In my cold and considered judgment the likelihood of abstention for the United States from any general conflagration would be small indeed unless

the harmonious development of affairs within the country made that form of nationalism which alone could determine neutrality possible. In that case one would have to think in terms, I should assume, of some form of cooperative action to preserve the institutions which you and people of my country and the people of France generally and genuinely have at heart.

Difficult to Understand

At this point I have to resign and say that I do not know how it can be done, but that I do know that over wide spaces of this country and mine and France, the burning desire that it should be done exists, and there I shall have to leave it.

You will observe that I have not treated of the European situation in any other than the most general ways. I do not believe that you can understand conditions within countries today unless you have in mind those large forces which have been moving or which have been blowing athwart the world with such violence since the beginning of the industrial revolution and the coming of democracy and nationalism.

Before I sit down, I want to beg your pardon for having talked so dully and so gloomily to a group of men and women who are gathered here primarily to have a good time. You must attribute it, perhaps, to that curious lack of comprehension which is one of the distinguishing characteristics of the Englishman as the American knows him.

You know there are stories which bear the stamp of their racial origin. Let me tell you this one: It is the story of an Englishman who was relating an experience he had on a station platform. He said, "You know, I saw at the other end of the platform a tall, venerable, interesting old gentleman and I made up my mind he was the Archbishop of York. So I went up to him and said, 'Pardon me, sir, are you the Archbishop

of York?" and he replied, "What the bloody hell has that got to do with you?" So to this day I don't know whether it was the Archbishop of York or not."

So you recognize that that is ineffaceably stamped with the marking of its British origin.

Let me, by way of taking the taste of my speech out of your digestion, so to speak, tell you another one which I think is ineffaceably French in its spirit, in its essence. It is the story of a dear old French lady who lay sick, and there went to visit her some English or American friends. Let us call them American friends in order to bring you into the joyous gathering. They said to the little old French lady, "We are so sorry you are sick. May we read to you to pass the time?"

A French Story

The little old French lady was deeply dubious of the pleasure of being read to, but, nevertheless, was polite and said, "Thank you very much."

They said, "May we read to you from the Bible?"

The dear old French lady was still more dubious at the pleasure of being read to from the Bible but was still polite and said, "Thank you very much."

They said, "What story would you like us to read to you from the Bible?"

The dear little old French lady thought for a moment. A brilliant idea occurred to her. She looked up at them with a banal smile and said, "Perhaps you wouldn't mind reading me the story of Potiphar and that little cad, Joseph."

There you observe the delicacy and exquisiteness that is exhibited, the certain differentiation between the Anglo-American and the French mind, and yet these differences, small as they are and important as they may be, do not in any slightest particular intervene between us and what is the principal responsibility of the English-speaking peoples today in their natural position of leadership of those countries which enjoy or practice democratic institutions, that is, to seek out and to pursue every possible avenue of cooperation in our own interests.

We can all do something about that. One of my favorite quotations is from John Richard Greene who once said to a relative of mine, "The world doesn't move by the giant shoves of its hero men, but by the quite considerably tiny pushes of ordinary people like you and me."

And it is in the hope that when the ardours and the labors of meat packing permit you the time, that you will turn to these questions. God knows meat packing is one of the most important occupations in the world, and God knows I have evidenced tonight at this table in person with your chairman how kindly a disposition it may engender. When a man is seated with an undying thirst, like Sir Philip Sidney once said, "Give him to drink."

One is naturally moved, but I do hope

that perhaps here and there a word or two that I have said may be like those lapidary sentences that George Meredith speaks of which lure the hearer to sit. Sentences, like talkies, lure the hearer to sit.

Thank you very much for the exceptional patience and politeness with which you have listened to a speech which, I am afraid, offends against every single advice of the dietitian.

The dinner adjourned at 11:15 p.m.

CONVENTION NOTES

Carl and Will Luer represented the Luer Packing & Ice Co., Alton, Ill., taking turns in covering the meetings.

Guy Manaugh of the Sandusky Packing Co., Sandusky, O., is very proud of the new lard cooling and crystallizing device developed in his plant, which takes the place of the old lard roll.

G. J. Koppel, auditor, Houston Packing Co., Houston, Tex., represented the company this year in the absence of general manager G. L. Childress.

Another Houston visitor was president J. W. Sawtelle of the Port City Packing Co., who is doing some new things in processing in addition to his eternal boasting of Houston as a fat stock center.

I. W. Fowler, managing director of Fowler Casing Co., London, was a visitor from abroad, and met many old friends.

Daniel Zido, proprietor of Dan's Market, Inc., Seattle, Wash., thought enough of the event to come all the way from the Pacific Northwest.

The veteran inventor of the famous "Z" process of quick freezing attended another convention. M. T. Zarotschenzef never misses any valuable points.

R. W. Earley, of Earley & Cronkhite, New York packinghouse product brok-

ers, represented this aggressive firm at the meeting.

Walter E. Gelinsky, president, Kenton Packing Co., Portland, Ore., was one of the liveliest attendants. He spent a lot of time hunting for the man from Portland, Maine, whose mail is so often mixed with his.

H. D. Ryan of the Keystone Transfer Co., Pittsburgh, had a lot of valuable pointers to give to packers on their transportation costs. He is a thinker with figures.

Chas. C. Isecovitz, Brooklyn meat products broker, is another live service man for the meat trade who was on hand.

Henry Fischer was an extremely busy individual, and finds conventions profitable in being able to give just as much as he takes. Friend wife accompanied Henry to the convention and enjoyed some of the entertainment provided for the ladies, including the annual banquet on Tuesday night.

Wm. Moran of the James Henry Packing Co., Seattle, Wash., enjoyed the convention especially, since it was his first visit to Chicago in 43 years, and gave him an opportunity for a reunion with a brother and sister here.

An interesting table at the Institute dinner was that of Harry D. Oppenheimer, president, Oppenheimer Casing Co. Among his guests were Howard F. Gillette, genial Chicago representative of the Chase National Bank; Richard Hackett, president of the Central Manufacturing District; Dr. Horace J. Bridges, well known in Chicago as a minister and lecturer, and Paul M. Godehn of Mayer, Meyer, Austrian & Platt, attorneys for several packers in processing and windfall tax cases.

ANGOSTURA FLAVORED

Guests at the Continental Dinner get the savor in the hors d'oeuvres.





Food is King

WHAT can be done with food when properly prepared and seasoned was demonstrated to the meat packing sector of the food industry on Monday evening of convention week.

Visiting packers, wives and friends to the number of 120 were guests of the Angostura-Wuppermann Corporation at a real Continental dinner in the north ballroom of the Stevens. Unique feature of this gastronomic treat was that foods and sauces were flavored with Angostura.

What Is Epicurism?

It was a real Continental style dinner in the matter of general arrangement, selection of foods and beverages and arrangement of entertainment. Guests were received in the reception room by the host, Dr. Fernand Kabus, overseas delegate of the parent Angostura corporation, whose headquarters are at Trinidad, British West Indies. Here the hors d'oeuvres were served at a buffet table, and meat and food experts among the guests could discover the effect of Angostura on the meat and fish items included in the list. Dinner was served at round tables in the north ballroom, while a string orchestra discoursed classical and popular numbers, and Lola Fletcher, opera soprano, sang two groups of numbers.

The host, Dr. Kabus, spoke briefly on the appropriate topic of epicurism, tracing its history from the day of its originator. Epicurism, he said, is not merely physical—the enjoyment of food and what goes with it—but is also mental and emotional. In other words, it means food for both body and soul.

In this connection he told the his-

tory and origin of Angostura, essence of a plant native to South America, formula for which was developed at the town of Angostura in Venezuela more than one hundred years ago. Thus Angostura bitters have been used extensively in both food and beverages for more than a century, but are now finding widespread usage in meat products, canned fish and other prepared foods.

Food Possibilities

Possibilities of Angostura were evidenced in the foods served, from the hors d'oeuvres in the cocktail lounge, with their accompanying beverages, through the eight-course dinner to the sauce on the dessert. Dainty sausage services, delicious sardines and other fish and cheese combinations had their flavor enhanced with Angostura, as did the more substantial portions of the dinner.

MENU

Cocktails

Hors d'Oeuvres Assortis-Angostura

Mock Turtle, Angostura

Toast Melba

Stuffed Celery, Angostura

Ripe and Queen Jumbo Olives

Almonds and Pecans

Zeltinger Himmelreich

Fillet de Sole, Marguery, Angostura

Sorbet Benedictine

Macon Burgundy

Supreme of Milk-fed Chicken, Virginia Ham

Fresh Mushrooms, Sauce Angostura

Sweet Potatoes, Imperial

New Green Peas, Fleurette

G. H. Mumm's Cordon Rouge

Salad Stevens, Angostura Dressing

Giacé Lohengrin, Sauce Sabayon, Angostura

Petit Fours Mignardises

Cordials

Demi Tasse

Honored guest of the evening was A. Edward Wuppermann, president of the American corporation, who flew from

DINNER DE LUXE

Guests of the Angostura-Wuppermann Corp. (A. Edward Wuppermann and Dr. Fernand Kabus) at an epicurean feast at the Stevens on Monday evening learn what the addition of Angostura to foods means.

Eastern headquarters to attend the dinner. Mr. Wuppermann explained that he was pinch-hitting for his rather famous brother—Frank Morgan of Hollywood fame (also an officer of the corporation)—who planned to attend.

After dinner the tables were moved back, the carpet taken up and the guests danced until midnight. All expressed satisfaction in a dinner unusual in its service, quality and perfection of flavor.

HARDING'S FIFTIETH

Myrick D. Harding, asst. general manager of plants, Armour and Company, headed up the fifty-year veterans who received their gold badges from the Institute this year. Probably the best-known operating man in the industry, he was overwhelmed with congratulations. One of the gratifying events of the day was the following telegram he received from Mayor Edward J. Kelly of Chicago:

"On behalf of the citizens of Chicago I want to extend to you my warm congratulations on your having completed fifty years of fine service in the industry. In this half century of effort you have not only served your employers well, but from my long personal acquaintance with you I know that you have contributed in no small measure in various ways to the welfare and progress of your city. And we are therefore proud to join with your many other friends in paying you just honors today."

Progress in Packinghouse Practice

PRACTICAL production problems of interest to specialized groups attending the convention were considered in the sectional meetings held Friday and Saturday, October 9 and 10. These meetings were planned to give those attending a review of the developments discovered in laboratories and evolved in practice during the past year, and dealt with both processing and equipment.

One meeting was devoted entirely to sausage. This was held under the auspices of the Institute's Sausage Division. An outline of the proceedings of this gathering is published on another page of this issue of *The National Provisioner*.

Attendance at all of the sectional meetings was large and interest was keen—as evidenced by the spirited discussions following each paper and address.

Editor's Note.—Following the usual custom many of the papers read at the sectional meetings will be printed in full and made available to Institute members.

Sausage Division

THIS was the best sausage year on record. Inspected production, estimated at 55 to 60 per cent of total production, each month exceeded any other similar periods for which data is available.

To have achieved such a record following a period of declining sausage consumption, during which much concern was evidenced for the future of the sausage industry, is a good illustration of what can be accomplished when members of an industry become thoroughly aroused to an unfavorable situation and when they are disposed to do something about it through constructive effort.

Increasing sausage consumption is undoubtedly due largely to production of a better average quality of product, and particularly to more efficient merchandising methods. Recognition of this was evident in the program of the meeting of the Sausage Division of the Institute of American Meat Packers on Friday, October 9, four of the eight subjects discussed dealing with the promotion and sale of sausage products.

Paul W. Trier, Arnold Bros., Chicago, was presiding chairman. In opening the meeting Mr. Trier cited the benefits of organization that accrue to members from active participation in organization activities. The sausage division, he said, has had only a brief existence but has made great strides in solving many of the sausage manufacturers' problems.

Services of the division have been expanded, and research, conducted by the Institute's Department of Scientific Research on a grant from the Corn Industries Research Foundation, has revealed new and important facts on sau-

sage meat curing, color, spoilage, etc. Promotional work to bring about a greater consumer acceptance of sausage has been carried on effectively and will be continued, and unsolved problems of both production and merchandising will be studied. Only one force can slow up continued progress, Mr. Trier said—indifference of members.

SAUSAGE MEAT OUTLOOK

"The Outlook For Sausage Meat Supplies" was ably discussed by the first speaker—George M. Lewis, Institute of American Meat Packers.

This year's drought, Mr. Lewis said, has affected future hog numbers to a greater extent than the supply of cattle and sheep. Normally hog slaughter is about 45,000,000 head yearly. In the 1933-34 and 1934-35 hog marketing years slaughter was slightly more than 30,000,000 head. Estimates for the current hog year place slaughter slightly above 1935 and 1936. The increase will be most apparent during the next several months. Receipts probably will be relatively small next summer.

Cattle slaughter during the coming year was estimated on the basis of government figures, to be somewhat under the large slaughter of this year. Percentage of cattle of the better grade marketed will drop, while the percentage of animals of lower grade offered for sale will increase.

Prices of pork products used in the manufacture of sausage have been tending upward, while prices of beef trimmings and boneless chuck have been declining. The trends of both industrial production and factory payroll curves—the latter an index of consumer purchasing power—have been upward, both being higher at the present time than at any period since 1930.

Index of industrial production now stands at 108 and of payrolls at 81. The latter is about 17 per cent higher than it was when this subject was discussed at the Sausage Division meeting last

SAUSAGE TIPS

(See opposite page.)

1.—Paul Trier presides at the Sausage Section meeting.

2.—George A. Steindl tells how to sell the consumer.

3.—A. W. Paulin talks of teamwork between manufacturer and dealer.

4.—Walter Seiler makes a hit with his sales talk.

5.—Dr. W. Lee Lewis talks of curing developments.

6.—E. L. Neubauer shows what a young man can do with a sales program.

7.—Timothy Baldwin describes insulation and refrigeration for food trucks.

8.—G. E. Duwe gives pointers on sausage accounting.

year. The efficient way to increase sausage consumption, Mr. Lewis said, would be to continue to make good products and merchandise them efficiently.

RETAILING SAUSAGE

Principles of successful retail sausage merchandising were explained by George A. Steindl, owner of the Steindl Food Mart, one of Chicago's larger retail food stores. The outstanding point made by this speaker was that any retailer who makes a serious effort to push sausage sales can increase his profits in this department.

Building a profitable sausage business, Mr. Steindl said, consists merely in following a few simple merchandising fundamentals. These are:

- 1.—A clean and attractive store.
- 2.—A complete stock and an attractive display of sausage.
- 3.—Buying according to outlets and consumer demand.
- 4.—Maintaining product in a fresh, appetizing condition.
- 5.—Slicing product previous to sale, saving customers' time.

One factor the speaker had found helpful in increasing sausage sales is to move the location of the sausage display occasionally. Consumers often get into a shopping routine. They come into a store, proceed to their favorite clerk's station and do their buying without looking around or observing the various products on display. Moving the sausage to a new location occasionally increases the chances that more people will observe it, and, noting the attractiveness of the various products, will purchase. This strategy, of course, also applies to other products.

Mr. Steindl was very certain of one thing and emphasized this when closing his address. This was that quality sausage products attractively displayed and aggressively merchandised will show increasing sales and profits for the retailer.

SAUSAGE SELLING TEAMWORK

Need for teamwork and co-operation between sausage manufacturer and retail meat dealer in building consumer acceptance for sausage was the subject of an address by A. W. Paulin, president of Richter's Food Products Inc., Chicago. It was Mr. Paulin's contention that as the retailer is the manufacturer's only contact with consumers it is up to the former to work with and help the dealer if the best sausage merchandising results are to be obtained.

The sausage manufacturer contacts dealers through salesmen. It is essential, therefore, that these salesmen be carefully trained not only in the qualities and merits of the products they sell but also in the character of the mate-

SAUSAGE

SECTION



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rials of which they are composed and their cost to produce.

Salesmen should also be well informed on retail merchandising methods, the speaker said, on how to make attractive displays of product, etc. They should also be neat in appearance and have the desire to fight for a profitable price for their products. Dealers should be assisted in making sales with store displays and advertising matter.

Mr. Paulin also emphasized one point that had been made by a previous speaker. This was that for best results sausage must be displayed attractively in the retail store. Two or three deliveries per week, he thought, are sufficient. Two deliveries per week are frequent enough to enable dealers to keep their stock fresh and attractive and leave the salesmen time to call on new accounts and service customers efficiently.

In a survey made recently it was found that only one-tenth of 1 per cent of the housewives who purchased sausage asked the price beforehand. This was stated as evidence of the fact that consumers are not particularly interested in sausage prices when quality pleases. Mr. Paulin also pointed out that the higher priced sausages, such as mortadella, capicolla, etc., are purchased in greatest quantities by consumers in the lower income groups. Low price is not the important factor in sausage sales it sometimes is considered to be.

The merchandising aim of the sausage manufacturer should be—

- 1.—Make high quality products.
- 2.—Get dealer acceptance for them.
- 3.—Create consumer demand.

These things can be accomplished to best advantage when the sausage manufacturer and retailer work toward a common end.

SUGAR IN CURING

Sugar is used in most meat curing formulas. The quantity added to the pickle is comparatively small and that in the meat after cooking is probably insufficient to impart any specific sweet taste. Why, therefore, is sugar used in the pickle?

It was to throw some light on the function of sugar in curing and its effects on meat that a lengthy series of tests were made by the research laboratory of the Institute of American Meat Packers in co-operation with the Corn Industries Research Foundation. The results of these tests were reported by Dr. W. Lee Lewis, Institute Director of Scientific Research in a paper entitled: "Why Do We Use Sugar in Curing Meat?"

In ten samples of cured meat analyzed, Dr. Lewis said, the sugar content ranged under 1 per cent. This was insufficient, he thought, to impart any sweet flavor, as such, to product after cooking, except possibly to bacon where the sugar percentage is increased due to shrinkage of the meat when frying.

In blind eating tests of meats cured in

pickles made with cane sugar, corn sugar and without sugar those participating indicated no choice or preference between various meats, as to flavor.

Discussing the function of sugar in curing, Dr. Lewis said very little was known on this point. There appeared to be, he said, a definite relationship to color fixation, and tests tended to confirm this, particularly in the case of corn sugar. Color of faded meats was restored in some instances by soaking samples of faded meats in corn sugar solutions. Meats cured with the addition of corn sugar to the pickle retained their color better than meats cured without corn sugar. The general conclusion was that reducing sugars, as a class, tended to improve and protect the so-called fixed color in cured meats.

SALES PROBLEMS

"Problems of Sausage Sales Management" was discussed by Walter Seiler of Karl Seiler & Sons, Philadelphia.

When selling sausage, the speaker said, the first job is to sell the salesmen. In his plant a general sales meeting is held once each week for salesmen and during which experiences are exchanged and helpful sales and merchandising ideas are exchanged. Retail meat merchandising is also taught to salesmen so they can be of real help in advising and aiding customers to sell more sausage.

Good product is essential in order to build profitable sausage volume. In one survey cited by Mr. Seiler, made last year, it was definitely established that declining sausage consumption was due primarily to consumer uncertainty regarding sausage quality.

Today sausage manufacturers have reversed their position. They are now

selling value instead, and sausage sales are climbing as a result. In a survey of 2,000 housewives, completed recently, it was found that 92 per cent of those interviewed now buy sausage. And of those making up this 90 per cent, 70 per cent said they buy sausage once each week or oftener.

Among the best advertisements for a sausage business, Mr. Seiler said, are clean and attractive motor trucks and neat salesmen. The commission method of paying salesmen was considered to be the most satisfactory for all concerned.

SAUSAGE ADVERTISING

An advertising and merchandising campaign that increased sausage sales 42 per cent for the Field Packing Co., Owensboro, Ky., was described in considerable detail by E. L. Neubauer of the Field company.

Previous to starting the campaign, a thorough sales survey of the territory was made, the speaker said. This was carried out through the aid of the salesmen who were given forms to fill out on each of their customers and prospects. All sausage products made by the company were then carefully examined to make sure quality was right and that the various items were being offered for sale in the most convenient and attractive forms. Changes in sizes of sales units and packages were made when it was thought these would be helpful in gaining greater consumer acceptance.

The next step was to sell the entire Field organization on the idea of the sales drive. Results of the survey were explained and sales possibilities pointed out. At these sales meetings the company's line of sausage products was displayed.

With the stage set, the sales and merchandising drive was started. Newspaper advertisements were used twice each week. Store advertising to consumers, price and name tags for products and sausage recipe books were supplied to all customers. Dealers also received frequent letters designed to maintain their interest and enthusiasm for Field's sausage and the campaign.

The important detail after the campaign was under way, Mr. Neubauer said, was to follow through—to keep salesmen, production department and retailers on their toes every minute during the drive.

To sausage manufacturers who are planning a similar effort the important thing to keep in mind, in the opinion of the speaker, is the need for thorough groundwork on which to base subsequent advertising and merchandising. Many a campaign is a flop, he said, because it goes off half-cocked.

TRUCK INSULATION

Truck insulation, including cork, balsa wood, kapok, metal foils and hair, their advantages and disadvantages, were discussed by Timothy Baldwin, Kraft-Phoenix Cheese Co., Chicago.

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SALES SUGGESTIONS

- 1.—Chairman R. H. Gifford, a sales expert in his own right.
- 2.—Walter Pauli gives dealer's view of packer contact with consumer.
- 3.—R. W. Doe is a stem-winder in modern meat merchandising.
- 4.—VeNona Swartz tells what housewives think of lard.
- 5.—Howard C. Greer reports on consumer trends.
- 6.—R. F. Feagans discusses the Robinson-Patman act.

The important thought this speaker left with his listeners was that no insulation can serve most efficiently in a poorly constructed body. It was his experience, he said, that it is more economical in the long run to use an excess of insulation than too little and to take pains to secure first class body construction. This means, he said, that business must be done with reliable builders.

SAUSAGE PLANT ACCOUNTING

The need for an appreciation of the value of accurate and complete accounting in the sausage manufacturing plant was emphasized by G. E. Duwe, Mickleberry's Food Products Co., Chicago. He made no attempt to discuss accounting methods and systems, but rather stressed the dangers of drawing wrong conclusions from inaccurate and incomplete information. The adequate accounting system, he said, is that one in which the various accounts can be broken down until they mean something. Ignorance of simple principles is always a source of trouble.

It was Mr. Duwe's opinion that price cutting and unethical merchandising practices in the sausage industry have been due largely to the fact that many sausage manufacturers start figuring with the selling price and work back to product cost. Reversing this procedure—that is starting with production cost and working toward selling price—is the best way to discourage bad business practices, he said.

Sales and Advertising

Sales-minded packers and packer executives were in attendance at the meeting of this section where merchandising was foremost in the discussion, supplemented by talks on factors affecting sales. A plea was made, also, for lard, based on the superiority of the product. R. H. Gifford, past master at developing the most from meetings, presided.

PACKER-RETAILER-CONSUMER

Walter Pauli, proprietor of the North Avenue-Crawford Food Mart in Chicago, a World War veteran who operates a market that is photographed and shown all over the country as ideal, talked of



SECTION

"The Retailer—The Packer's Contact with the Consumer." He pointed to the three divisions of the meat industry, the producing division made up of the live-stock men who produce the raw material on which the industry is founded; the manufacturing division, which takes the raw material and processes it into a consumable article; and the distributing division, which takes the finished product and sells it to the consuming public. Each plays an important role and each is dependent on the other. The fact that each division has its own ownership, sets its own policy and outlines its own procedure sometimes causes confusion.

Producing, processing and selling is one continuous operation, Mr. Pauli said, and because of this it is desirable to operate as one business in spite of the fact that three businesses are involved. Each is indispensable to and dependent on the other for existence. He felt that the function of the retailer was an impressive one and it was in his hands to pass much good will for the industry as a whole on to the consumer.

What should be the attitude of the retailer when the consumer criticizes the product, the price or the profits of the industry? Mr. Pauli suggested three answers that might be made, the best of

which is a clear, concise statement of fact which if properly presented can not fail to convince a fair-minded housewife that her criticism is ill founded. At the present time he can explain the supply situation, and point to the fact that the buying power of the public is about 20 per cent higher than a year ago but that meat is lower. He can explain to her that if the entire profit of both retailer and packer were deducted from a two pound meat purchase she would not have enough left to buy a powder puff, an orange or a lemon, but only a postage stamp.

Mr. Pauli believes that the packer salesmen have an opportunity to develop good feeling between their branch of the meat industry and the retail branch and that they should try to build up a better understanding between the packing and retail divisions.

There are no obstacles in the industry that coöperative effort cannot overcome, Mr. Pauli said, but there are many obstacles that can and will defeat independent and divided activity. "Let us move toward greater understanding, toward greater coöperation and toward more effective conduct of our mutual business" he said.

MERCHANDISING MEAT

Riley W. Doe, vice-president of Safeway Stores, Inc., who went with that organization seventeen years ago when it had only a few stores and now has over 3,000 in 21 states and Canada, and who has been in charge of the company's public relations during the past five or six years, talked on "Modern Meat Merchandising."

Mr. Doe said that the chain food stores of the country sell about 44 per cent of the foods sold and they do it in less than 50,000 stores, of which half have meat departments. These are not all large chains, some operating less than 25 stores and one-third of the total operating less than 10 stores. It was his estimate that these chain food stores sell approximately 40 per cent of the fresh meats sold at retail.

Not enough work has been done on the highly important job of selling meat at retail, Mr. Doe said. He pointed to the fact that his company was advertising meat every week in over 800 newspapers, covering more than 11½ million readers 52 weeks in the year. He made a plea for the meat industry to make consumers meat conscious and then the retailer would tell them where to buy.

He pointed to the coöperation given in National Beef Month, by the chains, by the National Live Stock and Meat Board, and by the Institute of American Meat Packers, a campaign profitable to all concerned. Forty-four chain store organizations participated in this campaign in 48 states and through 33,892 stores. During this campaign beef sales in chain food stores increased 34.7 per cent over the same period a year ago. A large group of companies participating increased their sales 50 per cent over those of August, 1935 and some companies increased as much as 127 per

cent, and this during a warm month when beef consumption is not at its maximum. During the month 15.9 per cent more cattle were slaughtered than a year earlier and the price of good and choice steers rose steadily during the period. It was demonstrated as one of the best kinds of "farm relief."

Mr. Doe deprecated the constantly increasing tax burden and the fact that politics is getting into business. He, too, pled for coöperation in the three branches of the meat industry—coöperation for profit and for protection of each branch. "Our mutual task is one of construction," he said. "We are not a wrecking crew. We must go forward under the battle cry currently used as a headline in a series of national ads. This headline is, 'Who serves progress serves America.'"

LARD BEST SHORTENING

Characterizing lard as the "Cinderella and Orphan Annie" of the meat industry in the past, Miss VeNona Swartz, of the Research Laboratory of the Institute of American Meat Packers, went into considerable detail showing the superiority of lard as established by thousands of tests of different kinds made in the Research Laboratory. These studies have shown that when the housewife purchases a pound of lard she actually gets 1 lb. and 5 oz. of shortening value.

Pointing to the opportunity for volume in commercial cake baking when this function moves more completely into commercial channels, Miss Swartz

said that the per capita consumption of cake is 13½ lbs. annually and that lard makes excellent cake, particularly if used in the mixing process according to developed directions. So far bakers have only about one-fifth of this volume.

In its researches in cake baking the Institute's first work was done in the laboratory, then in a commercial bakery and then in a retail bake shop. Lard will make good cakes.

She made a plea to packers not to sell lard short, because it is highly digestible, a superior shortening and it makes good cakes—both home and bakery cakes. Some of the things that consumers want in lard are all of its good qualities as well as stability.

She regretted that the purchaser so often required a pure white lard as this was obtained at the expense of keeping quality. She advocated that the consumer be educated to the fact that a creamy yellow color or even a greenish color meant that lard had not been bleached and is therefore better. "Sales people should talk stability instead of color and explain why," she said.

CONSUMER BUYING TRENDS

Howard C. Greer, of the Institute of American Meat Packers, analyzed the last two censuses of distribution and the figures so far available in the third to find "Where the Consumer Did Her Food Shopping in 1935." In 1935 when the volume of live stock supplies was reduced and the price per pound of meat increased there was some evidence that a percentage of customers had strayed away to other commodities, leaving the meat industry the problem of getting them back again. There was also evidence that the meat industry has been finding it pretty hard to keep up with the part of the consumer's dollar it has been getting in the past.

One study made by Mr. Greer showed that 3 per cent of meat produced was exported, 10 per cent was marketed through institutions and miscellaneous classifications, 16 per cent through hotels and restaurants and 61 per cent through retail meat stores. About 10 per cent of the total edible output consists of lard and oleo oil. These figures have changed little in recent years and should be an aid to packers in checking their channels of distribution.

ROBINSON-PATMAN ACT

An analysis of the Robinson-Patman act was made by R. F. Feagans of Armour and Company, who pointed out that the law must be interpreted by the courts and by the Federal Trade Commission, as at this time there has been no authoritative interpretations of the act. He was of the opinion that violations may be found costly. He cited the code of trade practices adopted by the meat packing industry in 1929 as having been very helpful, also called attention to the fact that some provisions of the act were embodied in the Packers and Stockyards law which has been in operation for a number of years.



SEEN HIM BEFORE?

For the 30th year "Bill" Mullalley of the American Can Co. and his hard-boiled hat were a convention feature.

Engineering Section

FEW buildings constructed by packers in recent years have aroused the interest of meat packers to the same extent as the new beef house of Armour and Company placed in operation last spring. This building is one of the largest of its kind in the world and has the largest capacity of any similar structure in the United States. A description of this building by F. A. Lindberg and stereopticon views of its important and interesting details opened the engineering and construction section meeting held on Friday afternoon.

A MODERN BEEF KILLING FLOOR

Armour's new beef house is six stories high. Slaughtering and dressing are done on the top floor, knocking and sticking being performed in a room partitioned from the dressing section. From the knocking room the cattle proceed to the heading rail where heads are skinned out, tagged and placed on a head conveyor for further processing and the carcasses are then distributed to the skinning beds in regular order so that work is done on each carcass in rotation. From the half hoist the cattle are placed on the hiding rail where skinning is completed.

Two viscera tables are installed, one-half of the carcasses going to one table and the remainder to the other. Separation of carcasses to these tables is made with an electric eye. The speed of the tables is synchronized so that after dressing the carcasses are assembled in the same order in which they entered the dressing floor. There are 22 skinning beds on this floor. Capacity is 12,000 cattle per week.

Viscera are handled on the fifth floor on stainless steel tables. An interesting feature here is the manner in which tripe is conveyed from washers to scalders. This is done on an overhead chain conveyor installed above the heads of workers. The cleaned tripe is carried in baskets which dump automatically when reaching the scalding tanks.

Casing cooler, oleo chilling vats, coolers, freezers, etc. occupy other floors of the building, product being moved from upper to lower floors by gravity wherever possible. A stainless steel belt conveyor is used in one instance to convey fats from the oleo chill room to the margarine department in another building 200 ft. away.

The building cost over one million dollars and contains 230,000 sq. ft. of floor space. A description of it appeared in the July 25, 1936, issue of THE NATIONAL PROVISIONER.

APPLYING AIR CONDITIONING

Application of air conditioning in the meat packing plant, particularly in dressed meat coolers and smokehouses, was the subject of the next speaker—O. F. Gilliam of the Carrier Engineering Corp. Proper holding of dressed meat has been a problem for many



BEEF KILLING DE LUXE

F. A. Lindberg, Armour and Company engineering expert, describes the latest methods.

years, especially in winter when wet bulb temperatures rise to such an extent that humidities as high as 95 to 97 per cent are common. The result, of course, is slimy beef and bad conditions generally.

This condition reverses in summer. The sensible heat load is then so great and the refrigeration load so heavy that the room is often dehumidified to such an extent that heavy shrink occurs. Scientifically applied air conditioning eliminates these difficulties the year around, the speaker pointed out.

The types of air conditioning equipment best suited to the beef holding cooler and the control equipment for both summer and winter operation were



AIR CONDITIONING

O. F. Gilliam, Carrier Engineering Corp., tells packers about recent applications in the meat plant.

explained. Operation precautions that must be taken to maintain proper conditions at all times were also outlined.

Air conditioned smokehouses in which all conditions influencing smoking results are under close operating control were also described by Mr. Gilliam. One such conditioned smokehouse was illustrated and described in detail in the October 5, 1935, issue of THE NATIONAL PROVISIONER. This type of smokehouse, the speaker said, fulfills three functions:

- 1.—Preliminary surface drying.
- 2.—Smoking and drying.
- 3.—Final cooling of product.

Its advantages are:

- 1.—All fundamental factors affecting product are brought definitely under control.
- 2.—Operations can be performed more effectively than in old type houses.
- 3.—Product has better appearance.
- 4.—Equipment usually suitable for all kinds of product and all methods of smoking.
- 5.—Labor and floor space is reduced.

EMPLOYEE EFFICIENCY

Packers usually associate air conditioning with processing operations and product quality. But there is another angle that justifies consideration of air conditioning by all employers of labor. This is the effect of air conditioning on employees and the quality of their work.

This latter phase of air conditioning was the subject of an address at this session by H. H. Mather of the Philadelphia Electric Co. In the Philadelphia plant of the American Tobacco Co., Mr. Mather said, production was increased and rejects, lost time and labor turnover decreased appreciably after air conditioning was installed. He also cited the experience of another company which had similarly good results from air conditioning.

In the office of another company there was a 12 per cent increase in labor efficiency and a 34 per cent decrease in lost time after the building was air conditioned. Another company, which estimated its cost of training an employee at from \$50 to \$150, reduced its summer labor turnover materially by maintaining comfortable conditions of temperature and humidity in its plant. In all of these cases, it was determined, air conditioning is paying a large return on the investment.

ICE MAKING METHODS

Developments in modern ice making methods and equipment were discussed by Crosby Field of the Flake Ice Corp. and J. A. Heinzelman of the Vilter Manufacturing Co., manufacturers of Pack Ice equipment.

When manufacturing ice by the Flake Ice method the ice is frozen on the exterior of a rotating cylinder and scraped off in the form of curved ribbons about

$\frac{1}{8}$ in. thick and several inches wide. The Pack Ice machine freezes on the inside of a cylinder, the ice being scraped off with revolving scrapers and emerging from the machine in the form of snow or slush.

Ice in both of these forms can be used as manufactured or, as is the more common practice, the ice in both cases can be compressed into brickettes in which form the ice is more generally used by packers, particularly for car icing.

Producing ice by these methods, the speakers pointed out, is more economical than with the conventional equipment for freezing ice in blocks. Pack Ice and Flake Ice equipment occupies little floor space, can be started or stopped as requirements for ice dictate and the two forms of ice can be stored without freezing into a solid mass.

Copies of these talks will be issued shortly in pamphlet form to the members of the Institute of American Meat Packers.

Operating Section

Smoking meats is an operation performed in practically all meat packing plants and one which, until recently, has not been under very close control. New developments, however, whereby all conditions influencing smoking results are brought under close control have intensified interest in smokehouses, smoking operations and the possibilities for cutting smoking cost and bettering the quality of smoked meat products.

It was with a great deal of attention, therefore, that those present at the operating section listened to the first speaker—Gottfried Mayer of Oscar Mayer & Co. His subject was, "Use of Oil as Heating Fuel in Smoking of Sausage."

HEATING SMOKEHOUSE

The system installed in the Mayer plant, the only one of its kind in the meat industry, it is believed, burns fuel oil with an end point of 650 degs. Fahr., costing 7c per gallon at Chicago. It is approved by the underwriters, occupies 6 sq. ft. of floor space and is capable of heating from 3 to 5 houses. It is said to produce heat at a cost 27 to 43 per cent under the cost of gas. Mr. Mayer described the system and its operation in detail by means of a line drawing sketch of the installation. He enumerated its advantages and disadvantages.

EFFECT OF HEAT ON PICKLE

"Effect of Heat on Sugar, Nitrite and Nitrate in the Preparation of Pickle" was discussed by George Beach of the Research Department of the Institute. Heat generally is applied when preparing pickle to effect more rapid solution of the curing ingredients. These studies were made, the speaker said, to determine whether or not this heating resulted in loss of sugar, nitrite and nitrate.



DISCIPLES OF THE FINER TASTE

Some of the men who help Max put over his favorite slogan (left to right): J. C. Redlich, H. H. Pohl, Max Salzman (himself), C. V. Scocco, G. W. Smale.

Numerous tests were made using different degrees of temperature and heating times, and the resulting pickle carefully analyzed. In no case was any significant loss of sugar, nitrite or nitrate discovered in pickle prepared with crystalline sugars. When molasses was substituted for these sugars, however, there was an appreciable loss of nitrite of soda after heating.

This loss was not attributed solely to the effect of heat, however, but was suspected to have been caused by impurities in the molasses reacting with the nitrite. Further investigations will be carried on, the speaker said, to determine this point definitely, as well as the effect of brown sugars.

NITRITE IN COOKED MEATS

Regulations of the U. S. Bureau of Animal Industry definitely specify the permissible amount of nitrite of soda

content in cured meats. It is important for the packer to know, therefore, how his products comply with this regulation.

To determine the effect of heat of cooking on the nitrite content of cured meats, the research laboratory of the Institute of American Meat Packers conducted a long series of tests on cured meat products purchased on the open market. Different cooking temperatures and times were used and the results given before the operating section by Dr. W. Lee Lewis, director of scientific research.

These tests showed that there is a considerable loss of nitrite when cured meat products are cooked and that the percentage of loss increases when temperatures are increased and cooking times lengthened. This was true of all the meats tested, including ham, bacon, butts, corned beef, etc. In all cases the amount of nitrite remaining in the meat



HELP PACKERS PAY DIVIDENDS

Proving THE NATIONAL PROVISIONER'S claim that packers can pay dividends through steam and power savings, George Mulloy and J. F. McGillivray, of Brady, McGillivray & Mulloy, are constantly in demand.

PLANT OPERATIONS

- 1.—Chairman Harry Koenig is always looking up and ahead.
- 2.—Gottfried Mayer describes use of oil as smokehouse fuel.
- 3.—Dr. F. C. Vibrans discusses practical lard problems.
- 4.—George A. Horne tells of the new meat tendering process.
- 5.—H. D. Teft shows movies of the new sausage machine.

after cooking was well below the minimum prescribed by government regulations. In most cases only a trace remained.

CURED MEAT SURVEY

Further information on the curing ingredients remaining in meats after curing, soaking and smoking was given by the next speaker—Charles J. Mighton, also of the Institute's research staff. His subject was: "An Analytical Survey of Cured Meats." In this case also, chemical analyses were made of a large number of first grade cured meats purchased on the open market, and the results reported.

In one test of six smoked hams, for example, the salt content of the meat ranged from 3.2 to 4.07 per cent; moisture, 51 to 61 per cent; sugar, .25 to .64 per cent; nitrate, .012 to .016 per cent; nitrite averaged 52 parts per million. Results of analyses of picnics, bacon, boiled hams, canned spiced ham, butts, frankfurters, bologna, etc. were also given. In no instance did the amount of nitrite exceed that permitted by government regulations, being well below 100 parts per million in almost every case.

Analytical surveys similar to these are made occasionally by the Institute, the speaker said, for information against which to check when packers request analyses of their cured meat products. The most significant result of the test, Mr. Mighton said, is the evidence they give of the practice among packers of using milder and more exact cures.

LARD MANUFACTURE

Manufacture and use of vegetable shortening is growing. This is a very important reason why meat packers must keep abreast of the latest developments in the manufacture of lard, Frank C. Vibrans of the Institute said.

To produce the best lard, the problem is to handle and render fats promptly. If this is not done, the free fatty acid content of lard may build up, making it less desirable as a shortening product. There are no free fatty acids in fresh fats, and as the free fatty acids increase with time before rendering it is essential to get the fats into the tank and the rendering under way as soon as possible after the fats are available. Some fats deteriorate more rapidly than others,



especially those containing traces of pancreas gland.

Free fatty acids also increase with rendering time, the speaker stated. Therefore, it is most important that rendering times be reduced whenever possible. As soon as fats are charged into the tank the latter should be headed up and the fats cooked. It is poor practice to permit a tank to stand after it is charged.

The speaker's suggestions for keeping free fatty acids in lard at a minimum were: Kill oftener, reduce cooler temperatures when it is necessary to ac-

cumulate fats, use a small tank and render oftener, reduce rendering time by increasing steam pressure.

Improvement in stability can sometimes be made, Dr. Vibrans said, by using a lower temperature in refining and by bleaching less. Keeping qualities may be lowered in the filter, if this is not kept clean, and by trying to remove the last traces of moisture from the product.

MOISTURE IN LARD

"The Tolerance of Moisture in Lard as Related to Cookery" was discussed by

VeNona Swartz, of the research laboratory of the Institute.

Moisture in lard causes spattering when the product is used in the home. This of course is undesirable and in some cases dangerous, the speaker pointed out.

Tests made under home conditions determined that two-tenths of 1 per cent of moisture in lard is sufficient to cause spattering when the product is used for deep frying. Three-tenths of 1 per cent moisture was objectionable in lard for ordinary frying. The speaker suggested, therefore, that the moisture content of lard be held under two-tenths of 1 per cent.

Tests were also made to find out the effect of moisture on the keeping qualities of lard in storage and on the smoke point. One-half of 1 per cent of moisture did not affect keeping qualities one way or the other in product stored six months nor did it increase the smoke point. The speaker pointed out, however, that distilled water was used in these tests. Had tank water been added to the lard the results might not have been so favorable, she said.

MEAT TENDERING

"Aging and Tendering of Meat" was considered under two headings. Experimental results were discussed by George A. Horne, of the Merchants Refrigerating Co., and the scientific aspects by J. M. Ramsbottom and L. S. Paddock in a paper read by Mr. Ramsbottom.

Mr. Horne reviewed a number of papers published from time to time by experimenters who conducted tests with "Sterilamp," a product of the Westinghouse Lamp Co. and ozone to speed up the tendering process. The results of these tests and experiments, while promising, were not conclusive and opinions of the experimenters differed as to the value of each method. It was the speaker's opinion that prospects for speeding up aging and reducing losses from dehydration by using both the Sterilamp and the ozone methods were promising enough to justify further investigations.

Editor's Note.—A description of the Sterilamp and the results of experiments in aging meats appeared in the June 27, 1936, issue of THE NATIONAL PROVISIONER.

SAUSAGE PROCESSING

"The Roto-Cut Sausage Machine" a new development in equipment which performs all operations of cutting and mixing at one time, was described by H. D. Teft, Director of Institute's Department of Packinghouse Practice and Research.

This machine, of radically different design from equipment now generally in use in the industry, has been installed by a number of packers, and is interesting principally from the standpoints of rapid cutting and mixing times and the high quality of its work. Motion pictures of this equipment in operation in the Snyder plant in Boston and the Hormel plant at Austin, Minn., were shown.

Accounting Section

Presided over by G. M. Pelton, discussions in this session of the sectional meetings revolved about costing and its influence on returns in the industry. F. E. Wernke, of the Louisville Provision Co., talked of "Stock Records for a Small Packing Company," as they had been developed and applied in his own organization. He brought with him samples of record sheets to show those interested just how they are set up. He pointed to the difficulties of such record keeping in the meat industry because the process is one of breaking down a single raw material into parts instead of assembling parts into a finished product, as in most other industries.

In the cattle division the animals are graded at time of purchase and divided into lots of 25 head each. Then every expense necessary to place that lot of cattle in the customers' coolers is placed against it, with the usual hide, fat and other credits. Each Monday a recapitulation is made of the lots sold during the previous week. When a lot fails to show a fair margin of profit, the costs all along the line are carefully analyzed to see where unsatisfactory results occurred.

Mr. Wernke also discussed costing in the hog division, which is considerably more complicated. He pointed out the importance of keeping executives informed at all times of the condition and costs of all cellar stocks. He told in considerable detail just how cellar stock records were handled in his company.

and how at any time and at any stage it was possible to have a complete picture of the situation.

INVENTORY VALUATION

T. W. Bryant, Wilson & Co., talked on "Valuing Product Inventories and Transfers Between Departments." Too much stress cannot be placed upon the importance of inventory valuations, he said. Many accountants advocate pricing inventories at cost but there has never been an entirely satisfactory plan by which all meat products can be so priced. Mr. Bryant felt that valuing inventories at the market, less marketing expenses and costs, still remains the most practical method. Inventories, he said, are being priced the same as they were 25 years ago. There has been no particular change in the method of accounting for inventory valuation. He advocated the departmentalizing of a packer's business so that he may know exactly what is going on through transfers of tonnage of product. However, departmentalizing defeats its purpose unless it is predicated upon sound pricing.

Mr. Bryant discussed the pricing of products to by-products departments and said that these should be priced at the highest value that could be realized out of the product regardless of the type of process to which it was actually subjected. In the case of smoked meats, transfer prices should reflect the full market value of the finished product which the raw materials will produce.



LARD AND SHORTENING MISSIONARIES

Developing equipment and methods for improving lard and shortening, C. B. Upton and J. C. Mellon of the French Oil Mill Machinery Co. have earned the gratitude of many packers.

KEEPING THE BOOKS

1.—Chairman G. M. Pelton knows how to interpret figures.

2.—F. E. Wernke discusses stock records for small packers.

3.—T. W. Bryant talks of valuing product inventories and departmental transfers.

4.—C. G. Simon has ideas on figuring cutting tests.

5.—C. J. Faulkner speaks on the packer's cost of doing business.

Profits on inventories due to rising prices are re-invested in newly acquired product and, therefore, disappear when prices fall, he said. Such profits, therefore, provide no cash for payment of dividends, for capital improvements, or similar expenditures. He was of the opinion that the industry's accountants have treated the matter of inventory of their product in one way so long that they think there is no other. The matter should be approached in a more scientific way, he said, and the approach can be such as to give results that will be plain not only to the accountant but to the layman as well.

FIGURING HOG CUTTING COSTS

C. G. Simon, of Kingan & Co., talked on "Dressed Weight vs. Live Weight in Figuring Hog Cutting Costs." There is no question, the speaker said, but that every packer figures a daily hog test to guide him in his daily operations, but there is a difference in practice in that some base their figuring on live weight and some on dressed weight. He advocated the making of tests not only for various sizes but for various weight classifications, and thought it feasible to have a still different type of test based on different methods of cutting out the carcass. He felt that there would be an advantage in making up the short form test in various combinations to take care of fluctuation in prices. Weekly production figures should indicate what percentages to apply to take care of the various ways of cutting.

Mr. Simon said his experience had led him to believe that it is more convenient and informative to figure tests on the dressed weight basis. Figuring on the live weight basis will produce the same result, however, provided the proper shrink is applied when dressed weight basis is used. Yields of hogs vary not only from season to season but from lot to lot, consequently the live weight system cannot fully take care of current fluctuations in yield.

Need of checking the percentages used in the short form test from time to time was stressed, a running check being made by calculating a weekly test as against an actual cut-out of hogs for that week. Methods of arriving at values for use in the short form test were stated and the plan advocated of every packer using his own realization



price, with discounts for below-average product.

COST OF DOING BUSINESS

As the packer goes into business not only for the service he renders but for the returns he can get, just as any other business man does, he must know all of the elements entering into his cost of doing business, Warren H. Sapp, Armour and Company, pointed out in his paper on "What is the Cost of Doing Business?" In the unavoidable absence of Mr. Sapp his paper was read by Fred L. Faulkner, of Armour and Company. Every type of cost in the packing indus-

try should be charged to departments and no general cost of doing business should be left undistributed, he said. All expenses should be included in daily test costs. Any company which fails to include all its costs in the price of its product creates a bad competitive situation in the industry in which it operates, and much could be accomplished in stabilization of industry if all cost items were included by all companies in their selling prices.

Following these talks a round table discussion was conducted among the accountants on methods of computing the windfall tax.



SERVICE TO PACKERS IS THEIR MOTTO

Part of the extensive exhibit of Griffith Laboratories and key men of the organization. FRONT ROW (left to right): Vice president F. W. Griffith, president E. L. Griffith. SECOND ROW: C. A. Wood, R. F. Statz, vice president M. C. Phillips, S. E. Strahan. THIRD ROW: E. J. Holm, I. T. Suits, R. R. Duryea.

Packer and Son Go to School

JOHN PACKER—who can almost remember the days when refrigerator cars were unknown and the winter months were the meat packing months—brought John, jr., a “future packer leader,” to the 31st annual convention of the Institute of American Meat Packers.

John, jr., started working in his father’s plant this fall, and is mastering operations on the killing floor before moving on to other departments. His father believes, however, that his son should learn where and how to secure the equipment and supplies which are so necessary in successful meat processing and merchandising, as well as a detailed knowledge of operations. So soon after registering at the convention John Packer steered his son toward the comprehensive exhibits of packinghouse equipment and supplies.

“An army isn’t much good,” said John to his son, “without rifles, cannon, ammunition, soup kitchens, transports and a communication system. The packer can’t get very far in the battle of making and selling meat products without the proper tools and supplies. Our industry is lucky because our ‘second line’—the firms which make our munitions—are aggressive, alert and always ready with support and ideas when we need them.

“They’re constantly striving to make our operations more efficient and our merchandising more effective. I’ve been in the meat industry a good many years and I’ve attended a lot of conventions, but I never make this tour of exhibits

(and I never miss it) without finding new ideas and interesting developments.

“Many of the ideas which I first encountered here have come to be accepted practice throughout the whole American meat packing industry.

“It’s as necessary for you to know these firms and the products they sell as it is for you to know how to dehair hogs properly or to make sausage.”

“Here’s the Marble Room. Let’s go in and see what they have to show the meat industry.”

GRIFFITH LABORATORIES, Chicago. SEASLIC, INC., Chicago.—Not only did John Packer and his son find a lot of good meat curing, sausage manufacturing and seasoning ideas at the Griffith booth but they also received and accepted an invitation to visit the Griffith plant and experimental sausage kitchen. They were interested in sterilized ground spices, free from bacteria, which eliminate a possible source of sausage spoilage. Packers were also shown an automatic stringing machine with an automatic air ejector for binding boned hams, etc. They also asked questions about soluble spices, liquid spices, meat branding ink, onion juice and Errado, the packinghouse sterilizing agent. Greeting them were E. L. Griffith, president; C. L. Griffith, secretary-treasurer; F. W. Griffith and M. C. Phillips, vice presidents; Howard A. Levy, R. F. Stutz, Scott Strahan, W. E. Anderson, C. A. Wood, Maurice Rector, A. L. Lovell and Edward Holm.

TRANSPARENT PACKAGE COMPANY, Chicago.—Being on the lookout for new packaging ideas, John Packer and his son stopped before the Tee-Pak refrigerated display of sausage and meat products. Tee-Pak representatives explained the new container for boiled hams, in which the ham may be smoked after it has been placed in the artificial casing. Packers were especially interested in the trim shape and appetizing appearance of a ham which had been boned like the “Scotch” style product, but placed in an artificial casing instead of being wrapped. The aitch bone has been removed from another ham shown and the semi-boned ham placed in a Tee-Pak casing. This product could be handled easily and economically by both the retailer and housewife.



TEE-PAK STAFF SHOWS ITS WARES

New products and merchandising ideas developed by Transparent Package Co. shown in exhibit by sales manager I. Barnard, E. O. Johnson and staff. Other TeePak features were the sensational Convention News daily, a tea for the ladies at Marshall Field’s and a theater party also for the fair sex.

Packers came back daily to the Tee-Pak booth for their copies of "Convention News," which was a big hit for the second consecutive year.

The Transparent Package Co. was represented by R. L. Atkinson, president; C. F. Reed, production manager; I. Barnard, general sales manager; and M. L. Rosenthal, John W. Rayney, A. S. Davis, D. A. Heyne, D. D. Pollock and M. L. Hoffman.

E. I. du PONT de NEMOURS & CO. (CELLOPHANE DIVISION), New York City.—John Packer stopped before the Cellophane display and pointed to an enlarged photograph of an old-time meat store. "Meat," said he to his son, "was the only product sold in that kind of store. I remember them well. In today's food stores our meat is only one of a thousand different foods which are clamoring for the housewife's attention. We make good ham, bacon and sausage. But unless we package them so attractively and distinctively that the dealer gives them the preferred display positions, and the consumer has an irresistible impulse to buy them, we are going to come out second best in the battle of the foods. Moreover, a distinctive package means repeat sales for the housewife remembers the appearance and cleanliness of such containers, as well as the quality of the meat. She will return to buy more from the same retailer, increasing his purchases from the packer.

"You've noticed that dried beef packet of Cellophane, those banded weiners, that packaged corned beef brisket and Philadelphia scrapple, haven't you, son? Well, the housewife would, too—and she'd buy! I see than Kingan & Co. is now supplying retail dealers with plain printed Cellophane labels with the name of a beef cut and the company's trade mark on them. The dealer places these labels on the cuts he shows in his case. The consumer likes to buy labelled fresh meat cuts rather than anonymous ones. Those fibre plates which may be filled with cold cuts and sausage and covered with cellulose open up some sales possibilities."

Cellophane was represented by O. F. Benz, director of sales; L. B. Steele, assistant director; M. C. Pollock, promotional manager; R. J. Crowley, meat industry representative; W. J. Hart, central district sales manager, and A. W. Shaffer, specialist.

WM. J. STANGE COMPANY, Chicago.—John Packer and his son, as they entered the exhibit hall, first encountered the Peacock booth, where they found a great variety of aids for the packer and sausage manufacturer. They asked many questions about the investigations of Bertram Feuer & Associates into the bacterial content of spices. Copies of the report on the study were shown on the walls of the booth and drew much interested comment. The report concluded that bacterial content of dry spice essences is negligible. Company representatives who explained the findings and also told the packers about



CELOPHANE PIONEERS SHOW RESULTS

Director of sales O. F. Benz, DuPont Cellophane division, E. I. DuPont de Nemours Co. (center) looks over a part of the illustrative Cellophane exhibit with asst. director LeRoy B. Steele (left) and R. J. Crowley (right), specialist in serving the meat packing industry.

Baysteen, a covering for delicatessen baked hams, Peppercream and the Peacock line of casing colors, included William J. Stange, president; W. B. Durling, vice president and sales manager; Frank Hartigan, secretary; Dr. Aladar Fonyo, chief chemist, and Ray Beerend, Joe Graf, C. Wincup, L. K. Pillsbury, Harry Horton, T. L. Allen, H. E. Allen, Irving Zeiler, V. E. Berry and Harry Addison.

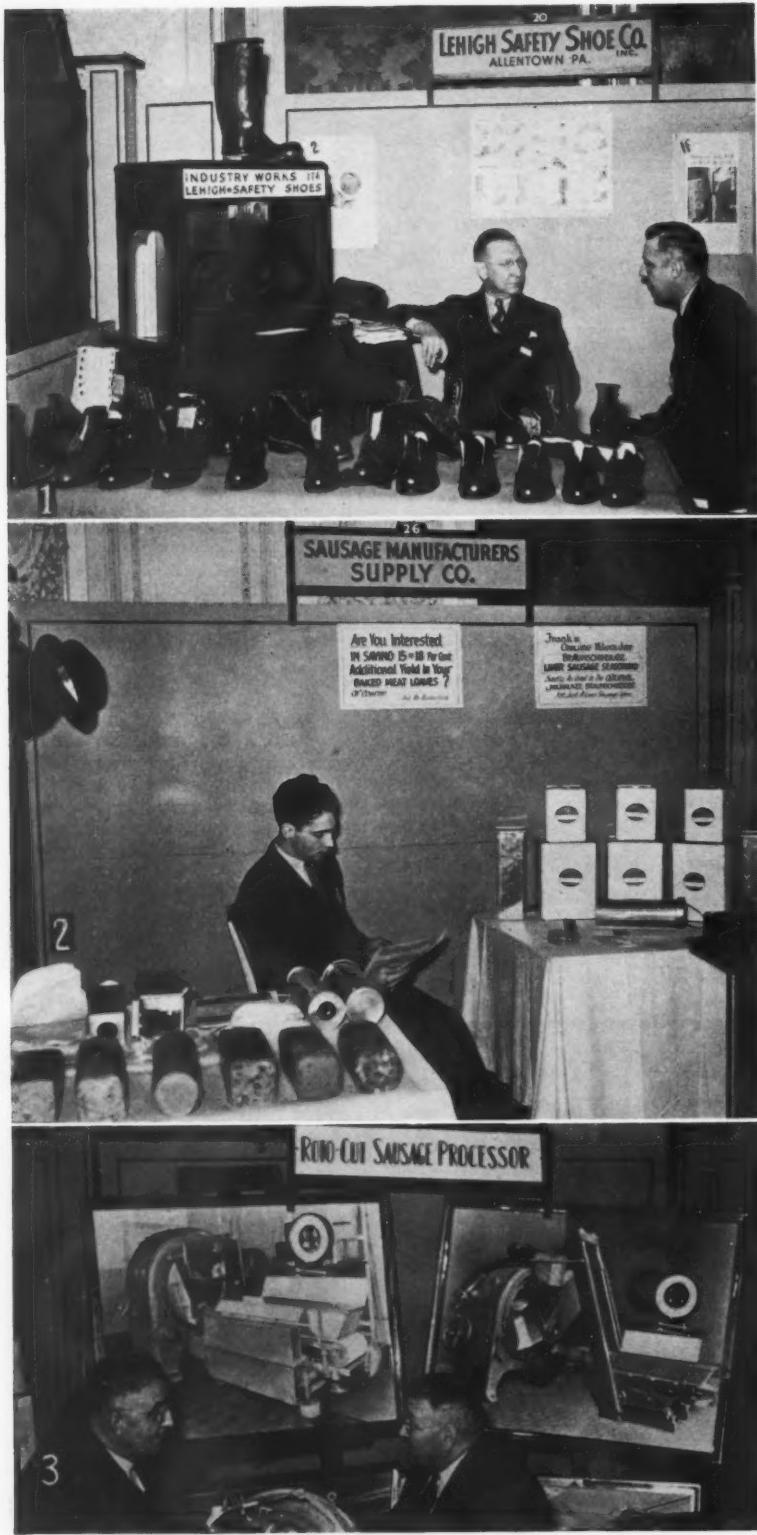
MCCORD RADIATOR & MFG. CO., Detroit, Mich.—John Packer and his

son strolled outside to examine the McCord truck refrigeration system which was installed in a demonstration truck. A feature of the system is that it uses the same gas for driving and cooling the truck. They found the temperature in the refrigerated compartment all that could be desired. Guy L. Tinkham, chief engineer; Dave Lewis, sales engineer, and Frank E. Christie, demonstrator, explained the system and its economies. This system was explained in THE NATIONAL PROVISIONER.



CHAMPION PURITY IN SEASONINGS

Conference of the Wm. J. Stange organization at the convention exhibit. SEATED: Wm. J. Stange. STANDING (left to right): Irving Zeiler, Ray F. Beerend, sales manager Wm. B. Durling, Chas. G. Wincup, H. E. Allen, F. M. Hartigan, sr., Joe Graf and T. L. Allen.



President Charles H. Dodge and sales manager Morehead, of the Globe Company, were kept busy showing packers some of the latest Globe developments.

Russell Creviston, of Crane Company, was spotted in the lobby of the Blackstone on one of the convention days, and was much interested in the meeting.

INDUSTRY HELPS

1.—FOOT SAFETY.—President C. M. Mense and Chicago representative John Alden of the Lehigh Safety Shoe Co. talk over their new plans for keeping packing-house workers from losing their toes.

2.—APPETIZING MEATS.—Walter Frank's Sausage Manufacturers' Supply Co. puts out equipment which makes sausage specialties even more attractive to the consumer. L. Weiderhold studies to help.

3.—REVOLUTIONARY.—Exhibit of the new Roto Cut sausage machine which is causing a lot of talk.

LEHIGH SAFETY SHOE CO., INC., Allentown, Pa.—"Now, here's something I'm glad to know about," said John Packer. "Every once in a while somebody out in the plant drops a box or a piece of gear on his toes and puts himself out of commission for quite a time. It isn't pleasant for him or the company, and I believe shoes like these would prevent such accidents." The shoes shown had a steel box toe strong enough to protect the worker from almost any weight he might drop on it, and soles which prevent slipping on wet floors. The footgear is ruggedly constructed throughout and light, heavy and other styles were shown. President C. W. Meuse, C. B. Warner, Jr., and John Alden were in attendance.

SAUSAGE MANUFACTURERS SUPPLY CO., Milwaukee, Wis.—The rich brown color and perfectly-molded shape of meat loaves displayed at this booth took the eye of the packers. They found that such loaves were the result of the ovenizing process developed by the company. They examined the ovenizer, a stainless steel vat, in which compound is held and heated. Meat loaves are placed on a rack, and lowered into the hot compound for 1½ minutes. They come out a uniform golden brown. A baked loaf finish is achieved without baking. The ovenizer is insulated against heat loss. Simplicity molds were also shown at the booth, as well as examples of molded loaves in artificial casings. President Walter Frank was present to greet old friends. L. Wiederhold also represented the company.

AMERICAN LAUNDRY MACHINE CO. (ROTO-CUT MACHINES DIVISION), Cincinnati, O.—Packers had been hearing a great deal about the Roto-Cut meat processing machine and had many questions to ask R. F. Foster, M. C. McCashen, H. E. Williams and E. C. Tremayne, the company's representatives at the booth. They examined enlarged photographs of the machine in use at the Hormel plant and accepted an invitation to view motion pictures of the machine. The Roto-Cut meat processing machine uses the draw-cut principle to cut frozen meats, fat, etc., mixing spices with sausage meat as it cuts. The machine may be fed by hand, hopper or conveyor.

THE VISKING CORPORATION, Chicago.—The Visking carnival and shooting gallery was a popular spot throughout the convention. Packers stopped once to win their souvenir canes with five out of ten "bull's-eyes," and then returned several times to demonstrate their marksmanship before admiring friends and the two fair Visking custodians. It was an ultra-modern, safe and sane shooting gallery in which the light from a gun activated a photoelectric cell, knocking over the target. Moving representations of a Visking-cased cottage butt and a box of No-Jax were the targets. On one side of the gallery were dolls made of Visking cased sausage and meat products with added legs, arms, clothing and hair.

A splendid line of meat products in Visking casings was shown in the main exhibit space. Packers particularly noted the attractive appearance and sales appeal of bacon, liver cheese and beef loaves, souce and chili con carne. A new Visking product which drew a great deal of attention were the fibrous casings decorated with imprinted flower, plaid, caul fat, basket weave and other designs. John Packer pointed out that sausage in such casings has real individuality and sales appeal.

Packers were greeted at the Visking booth and at hospitality headquarters by Erwin O. Freund, president; E. J. Marum, sales supervisor; A. H. Krueger, advertising manager; Julius Lipton, Fred Adams, Harry Elliot, Frank Kennedy, Henry Lotka, Elson B. Cahn, Donald Roberts, C. A. Beckman, J. O. Foran and George Perry. Vice president Howard R. Medici was absent, due to illness, and his smiling face was missed.

V. D. ANDERSON CO., Cleveland, Ohio.—Being interested in the problem of pressing lard cracklings, tankage, meat scraps, etc., packers stopped at the Anderson booth and asked many questions, which were answered by O. S. Anderson, sales manager, Frank Anderson, John C. Lundmark, Edward Westenhaver and W. P. Callahan. They were shown a working model of the RB type expeller and samples of tallow and expeller meal. Pictures of the new Super Duo expeller, which is working successfully in handling soy beans, were also on display. Packers also heard that the Red Lion expeller has been equipped with ball bearings.

CONTINENTAL ELECTRIC CO., INC., Newark, N. J.—John Packer realized the importance of drip-proof motors in the packinghouse, and he and his son viewed this exhibit with a great deal of interest. A little wash-up water or drip from walls can do much harm if motors are unprotected. Packers have found that the best insurance against short circuits in prime motors, and resulting tie-up of production, is to install protected motors. A. A. Hess was at the booth to explain the company's line of motors and generators.

U. S. SLICING MACHINE CO., La Porte, Ind.—Having learned that bacon-



VISKING DISPLAY

Major feature was refrigerated cases showing meat specialties and standard items in Viskings. The shooting gallery was also a center of attraction.

slicing is one of the more ticklish meat plant operations, packers were greatly interested in the high speed bacon slicer, the high speed dried beef slicer and a lighter bacon slicing machine which were on display at this booth. They heard, from Earl Hill, packinghouse division, and William Mahler, engineering department, how sharp freezing of bacon may be eliminated through use of the high-speed bacon slicer which slices and shingles in one operation.

ARKELL SAFETY BAG CO., Chicago.—Many products useful in the meat packing industry were on display at the Arkell booth. Among these was a barrel liner which, when used for dry ice packs, acts as insulator as well as a liner. Wax is embedded in the liner and the cellular construction fills with the released CO₂. Packers also saw a beef cover which may be used with stockinette. They were interested in liver and offal bags which may be used in making hotel deliveries to protect one type of cut from another. A fibre bag has also been developed for bellies for the Southern trade. Mr. Galloway was the greeter.

EMBOSOGRAF CORP. OF AMER-

ICA, New York City.—Packers can make multi-color display cards in their own plants by the Embosograf process. The letters, of colored paper, are stamped into the cardboard sign. Insignia can be imprinted in the same manner and pictures of meat products added. The company maintains a special service to supply packers with illustrations, trade-marks, etc., for producing "tailor-made" signs. R. A. Lawson and J. J. Sager were in attendance.

K. V. P. MISSIONARY

Dave Kennedy, well-known for his past connections with meat packers, and for the past few years associated with the Kalamazoo Vegetable Parchment Co., was a busy man, giving out convenient memorandum pads.

WILSON & BENNETT MFG. CO., Chicago.—Steel containers for a great many packinghouse products were exhibited here, including drums and smaller containers for lard, shortening, gelatine and pop-corn seasoning, a compound. John Packer pointed out to his son the E-Z seal cover with which the drums were fitted. This type of cover simplifies cleaning, filling and emptying the container. Packers were also interested in the new Cuban lard container, which holds 120 lbs. of lard or 110 lbs. of shortening. This package has handle lifts, an E-Z seal cover and may be re-used. The U. S. Department of Commerce reports that use of returnable containers in this trade gives lard a competitive advantage over lard substitutes. R. E. Barry, G. D. Zuck and F. Smith gave helpful information to all who stopped at the Wilson-Bennett booth.

DRY ICE, INC., New York City.—Chill blocks of dry ice which threw off great quantities of cold without leaving any residue attracted much attention from packers making the exhibit tour. Boxes of roses in front of the dry ice blocks were preserved perfectly and packers were each given a "dry ice rosebud." A truck bunker for dry ice was shown and pictures of a packer truck fleet equipped with dry ice refrigeration were also on display. G. C. Cusack, sales manager, W. W. Ogier, vice president, C. W. King and Earl P. Mitchell greeted visitors. Although selling a cold product, there was always a lot of heated enthusiasm to be found around the Dry Ice exhibit.

UNITED CORK COMPANIES, Kearney, N. J.—The two walls of this exhibit were constructed of cork insulating material similar to that used widely in the meat packing industry. Also on display were samples of cork floor tile, acoustical material, emulsified asphalt insulating tile and pipe covering for refrigeration lines. The acoustical ceiling and wall covering, which is often used in offices, has the important sup-

plementary property of acting as insulation in conserving coolness or heat where comfort air conditioning is installed. E. J. Ward, vice president, Chicago, and son E. C. Ward, J. E. Smith and G. E. Carll represented the company in welcoming visitors and telling them the hows and whys of insulation.

SHELLABARGER GRAIN PRODUCTS CO., Decatur, Ill.—Bologna, meat loaves, frankfurters, liver cheese and other specialties in which Sausatone and soya products of Shellabarger had been used were temptingly shown in a refrigerated case. The products carried a lot of appetite appeal, were smooth in texture where cut, and had that delicious appearance that makes the housewife say "I'll take a pound of that meat loaf." Packers also asked questions about the cooked hams in artificial casings with which soya flour had been used to enhance the solidity and compact appearance of the meat within the package. J. Clark, sales manager, and C. E. Conners, A. R. Runkel, H. E. Altman, H. M. Rice and L. B. Pottle explained the use of Shellabarger products to the numerous visitors who stopped to make inquiries.

EXACT WEIGHT SCALE COMPANY, Columbus, O.—Scales suitable for weighing dozens of different packinghouse products were shown in this booth. Their gleaming brightness caught the eye of the packers, who examined the equipment and decided it would be easy to keep clean. They were interested in the new sausage scale, which can be used very rapidly by the operator, as the weight registers and returns to zero almost instantaneously. Such scales speed up operations and save labor cost in the weighing and packaging room, as well as saving the packers from profit leakage through over-weight. Company representatives were J. W. Sieverling, sales promotion manager; J. H. Downer and Arthur Pearlman.

SPECIALTY MANUFACTURERS SALES CO., Chicago.—The "Old

INDUSTRY SERVICE

1.—SAUSAGE KNIVES AND PLATES.—Specialty Manufacturers' Sales Co. leads the way in serving the sausage department. "Old Timer" Chas. W. Dieckmann helps packers save wear and tear.

2.—SAVE THE OUNCES.—Exact Weight Scale Co. shows its line of money-savers. J. H. Downer in charge.

3.—SAUSAGE SAVER.—Shellabarger Grain Products Co. shows how its specialties help the meat trade. Hugh M. Rice, division sales manager, in charge.

4.—STEEL CONTAINERS.—Wilson & Bennett save the packer money in packaging. R. E. Berry is the factory representative.

5.—DRY ICE.—Vice president Geo. Cusack (right) and Chas. W. King tell packers of the great advances in its use.

6.—INSULATION.—United Cork Companies show a wide line of genuine insulation.

"Timer" was on hand to greet his hosts of friends among meat packers and sausage manufacturers. As usual, his exhibit was filled with the finest examples of sausage cutting equipment. The new aluminum sausage gauge, designed to speed up hand linking, attracted much attention. Packers were especially interested in the C-D Triumph Plate, a ten-year-long life plate and in improvements in the C-D Cutmore knife. An exhibit of a knife moving over a C-D angle hole reversible plate demonstrated the shearing action obtainable with this combination. Those in attendance at the exhibit included C. W. Dieckmann, president; Al. Beck, J. L. Sherman and Charles W. Hess. Mechanically-minded packers always delight in looking over the precision cutting instruments which are on display at this booth.



HOFFMAN HOSPITALITY

Where the J. S. Hoffman Company displayed its appetizing cheese and meat specialties and received its friends. Some of the greeters (left to right): John E. Staren, J. J. Zahler, president Harry I. Hoffman, J. W. Klapper.



KEEPING NUSOY IN FRONT

American Soya Products Corp. staff have a conference at their exhibit, figuring out helps for meat men. LEFT TO RIGHT: F. J. Potts, K. G. Potts, Dr. N. F. True, chief chemist and head of the research department; M. W. Smith and C. W. Vogt.



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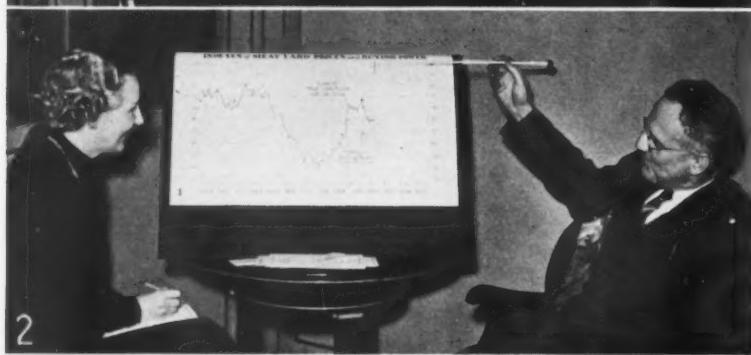
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ANOTHER GROUP OF PACKER AIDS

1.—**LARD AND SHORTENING.**—French Oil Mill Machinery Co. shows pictures of new equipment. Joe Mellon and sales manager C. B. Upton pleased with results. The disks in the background are pressed inedible cracklings obtained from curb presses built by the company.

2.—**FIGURING RESULTS.**—A. O. Bauman of the Commodity Appraisal Service has been doing a needed job for packers. The service tells packers a great deal about meat prices.

3.—**CURING AID.**—Research in curing methods stimulated by aid from Corn Products Refining Co., whose Cerelose protects color in meats and products. Visitors were given suggested formulas for use in corn sugar curing of bacon and sweet pickle hams. Those with a sweet tooth were given a package of NRG.

FRENCH OIL MILL MACHINERY CO., Piqua, O.—Packers learned much about the French drip-rendering system developed by this company. J. C. Mellon, sales representative, and general manager C. B. Upton explained the "drip rendered" lard cooker, the horizontal cooker for fats, lard, butcher scrap, offal, etc., the vertical cooker with percolator or sub-kettle receiver, the hydraulic cage press and the new mechanical screw press, which has been developed to fill a need for this type of equipment and complete the line of press room equipment made by the company. Pressed inedible cracklings from 1,130, 450 and 150-ton curb presses were on display, as well as a sample of drip rendered lard.

CORN PRODUCTS SALES CO., Chicago.—Having read of experiments in meat curing with corn sugar, John Packer and his son were anxious to secure more information about the Cerelose and its use in the curing process. Reports show that Cerelose is effective in protecting and stabilizing the desirable color of meat after its formation in the cure. Color is protected against oxidation and its development speeded up. R. C. Gralow, Edward S. Gantt and H. A. Crown of the technical service division, and George A. McDonald, sales department, were present to answer packers' questions and give them suggested formulas for box cure bacon and sweet pickle hams. Visitors were given a package of NRG, the dextrose candy.

AMERICAN SOYA PRODUCTS CORPORATION, Evansville, Ind.—Those at the Nusoy booth displayed real knowledge of meat industry problems and were ready with sound advice for the packer who wished to know something about the use of soya flour in meat products. Exhibits demonstrated the successive steps in the process of making Nusoy—a refined white soya flour. The company is primarily interested in making soya flour. Various types of soybeans were shown, and the nutritive value, economy and reliability of the company's products explained. Among those representing American Soya Products were Dr. N. F. True, chief chemist; K. G. Potts, F. J. Potts, C. M. Vogt and M. W. Smith.

COMMODITY APPRAISAL SERVICE, Chicago.—Charts displayed here were the result of studies of meat product prices by the Commodity Appraisal Service, which is giving many packers special service. Its genius, A. O. Bauman, was in charge.

TRADE VETERAN

Charles Christman, a faithful convention follower, was on hand again. Mr. Christman looks back over many, many years when he attended his first convention, and finds the changes which have taken place most noticeable and interesting. Yes, he is still with the West Carrollton Parchment Co.

HOSPITALITY HEADQUARTERS

FRIENDS working next door to each other, and those who live 3,000 miles apart, met for their annual reunions in the atmosphere of geniality and good fellowship which prevailed in the hospitality headquarters of convention exhibitors and other prominent firms connected with the packing industry. It's an "old packer custom," this visiting with representatives of various organizations, fellow packers and sausage manufacturers, and one that is looked forward to each year by those who attend the convention.

This year hospitality headquarters were divided between three hotels, but whether the visitor came swiftly by elevator from the lobby floor or after a short stroll in the out-of-doors, he was always met with a hearty welcome, and

greeted this year by Harry I. Hoffman, president; Meyer Katz, vice president; John W. Clapper, sales manager; J. J. Zahler and John E. Staren.

STALEY SALES CORPORATION.—Happy guests were numerous at the Staley suite. The geniality of A. R. Staley, manager of the special products division; Ray Seipp, who knows and is known by almost everyone in the industry; and J. N. Van Allsburg put all the guests at their ease. Friends left the Staley headquarters regretfully but looking forward to another visit next year.

JAMISON COLD STORAGE DOOR CO.—Good will delegates for a historically familiar piece of packinghouse equipment were J. V. Jamison, jr., president of the firm, and Stanley Baldwin,



PROMOTING SAUSAGE SAVOR

Experts of the Staley sales staff who aid packers to make the best of sausage: (left to right) J. M. VanAllsburg, Ray Seipp, A. R. Staley and R. H. Marks.

given an opportunity to relax after convention sessions or a tour of the exhibits. Each suite had its throng of visitors by day and night, and each visitor went away happy.

OPPENHEIMER CASING CO.—Friends from all over the country were welcomed by president Harry Oppenheimer, assisted by his sons Seymour and Edward, and others of the Oppenheimer organization. Frank Louer, Chicago general manager, was always ready to talk about quality sausage. M. S. Holstein, Chicago sales manager; J. R. Rosenfeld, New York general manager; M. Barney, New York sales manager; Gordon Nussbaum, Meyer Samler, Irving Greenfield and Joe Messing assisted.

KEYSTONE TRANSFER CO.—H. D. Ryan, president, and F. Scott Wood made many new acquaintances and renewed old friendships during the five days of the convention.

J. S. HOFFMAN CO.—The Hoffman organization proved its mastery of the art of displaying sausage and cheese products with a widely varied line. Moreover, the Hoffman products "ate" as well as they looked and the buffet table with its choice cheese and sausage was a popular spot. The genial hospitality at this headquarters always draws countless guests. They were

Chicago manager. They renewed old friendships among those served for many years and made new ones.

AMERICAN CAN CO.—Visitors are always numerous at the Canco hospitality headquarters, and this year was no exception. For they are always given a hearty welcome and a real opportunity to relax and enjoy themselves. Moreover, the hosts "knew the answers" to all questions on meat canning. Guests were greeted by H. A. Pinney, central district sales manager; H. G. Edwards, J. E. Baechle, E. G. Weimer, M. A. Whalen and the popular and well known Canco representative, Bill Wullaby.

H. J. MAYER & SONS.—The friendliness and helpfulness of the Mayer organization is well known throughout the industry. This year, as always, visitors were given a hearty welcome. H. J. Mayer, president, and H. J. Mayer, jr., vice president, were assisted by S. A. Mayer, C. F. Mayer, F. A. Mayer, Roger Rath and J. O. Strigle.

BERTH. LEVI & CO., Inc.—The Berth. Levi suite was always full of guests who were received with the firm's traditional hospitality. Hosts were Arthur D. Levi, president; David A. Weill, Martin D. Levy and Irving Slozman, vice presidents; M. H. Baker, Al. Freud, Al. Byk, N. B. Berkowitz, Jacob Reichenbach, Duke Reichenbach, Morris Kaye, Leo W. Glein, Egon Hertz, Leonard A. Weill and Edwin Levi.

MCCORD RADIATOR & MFG. CO.—Packers and sausage manufacturers with a refrigerated transport problem felt well repaid after a visit with Guy L. Tinkham, chief engineer; Dave Lewis, sales engineer and Frank E. Christie, demonstrator. Many took a side trip to see the McCord refrigerated truck which was parked near the hotel.

JOHN E. SMITH'S SONS CO.—A hearty welcome was enjoyed by visitors who stopped in to see members of the organization. Veterans of many conventions, the staff has hundreds of friends among packers and sausage manufacturers. President R. C. Smith and H. H. Littell, advertising manager, were assisted by W. B. Richter, W. J. Richter and A. B. Chase.

AMERICAN LAUNDRY MACHINERY CO.—Representatives R. F. Foster, M. C. McCashen, H. E. Williams and E. C. Tremayne had some very interesting motion pictures of the Roto-Cut meat processing machine to show to their guests. Many of these had seen the pictures at the section meeting, but were so interested that they came back for another "show."

SYLVANIA INDUSTRIAL CORP.—H. A. Hausen, Chicago manager, and Fred C. Roessler were friendly ambassadors for Sylphcase and Sylphwrap who greeted visiting packers and sausage manufacturers. This company has made amazing progress in serving the meat industry, and its representatives have many friends in the trade wherever they carry the firm's message.



IN LINE OF SUCCESSION

Edward Oppenheimer (left) and Seymour Oppenheimer (right) are ready to step in when the famous H.D.O. decides it is time to retire. Which is when, if ever?



ALWAYS EAGER TO HELP THE TRADE

Part of the staff of Berth. Levi & Co., who are always helpful to their packer friends.
STANDING (left to right): Morris Kaye, Leonard Weill, Egon Hertz, Mike Baker.
SEATED (left to right): Leo Weglein, Jake Reichenbach, Duke Reichenbach.

THE VISKING CORPORATION.—Visitors always come away from the Visking headquarters with some new ideas as well as happy and refreshed. This year they were shown the firm's casing tyer, which speeds up the tying of larger artificial casings. Through use of the machine the operator can tie the end of a casing with an interlocking knot which weaves cord and casing together. Such a tie cannot slip and the filled casing will hang straight down from it. Friendly and helpful hosts at Visking headquarters were Erwin O. Freund, president; E. J. Marum, sales supervisor; A. H. Krueger, advertising manager; and Julius Lipton, Fred Adams, Harry Elliot, Frank Kennedy, Henry Lotka, Elson B. Cahn, Donald Roberts, C. A. Beckman, J. O. Foran and George Perry. Vice president Howard R. Medici, who has been ill, came in for a day and was warmly welcomed by colleagues and friends.

INDEPENDENT CASING CO.—The Independent organization was out in full force to give its guests some royal entertainment. Visitors received a hearty welcome and headquarters was thronged from morning until night. President Sigmund Strauss headed an able staff of hosts which included Laurance W. Pfaelzer, vice president; Charles A. Raynor, treasurer; Beryl A. Geier, secretary; George G. Fischer, Charles G. Stohrer, Herbert W. Strauss, Philip O. Hantover, Samuel Isaac, Irwin L. Hirsch, Elmer Freud, Gustav Kuhn, H. J. Coyne and Herbert Altheimer.

MONGOLIA IMPORTING CO.—The hospitality at Mongolia is always remembered by visitors. George Terry, president, was a real host whose happiness increased with the enjoyment of his guests.

HYGRADE FOOD PRODUCTS CORP.—The Hygrade suite was always a popular spot as packers gathered to talk over old times and enjoy the hospitality which was graciously extended by president Samuel Slotkin, vice president A. W. Cushman and W. G. Fletcher, Frank Refan, Harry Staub, Hugo Slotkin, J. Mercer, K. Woodruff and M. Robinson, all executives of the Hygrade company.

CUDAHY PACKING CO.—Hospitality headquarters of Cudahy was staffed with a genial group of hosts, headed by E. R. Seaberg, the popular head of the firm's casings division.

JOHNS-MANVILLE SALES CORP.—Long conversant with insulation problems of the packing industry, G. E. Hinchliff and J. L. Patrick were able to aid as well as greet old and new friends at the convention.

AMERICAN SOYA PRODUCTS CORP.—Many packers were already familiar with the friendliness and helpfulness of Dr. N. F. True, chief chemist, and the sales staff. Others made their first contact with the organization this year. Visitors were welcomed by K. G. Potts, F. J. Potts, C. M. Vogt and M. W. Smith.

S. OPPENHEIMER & CO.—There were never any dull moments for guests entertained at the S. Oppenheimer hospitality headquarters. Every member of the organization was a real host who was always ready to offer the best of good fellowship to visitors. L. C. Stix came out from New York, and his aids in offering hospitality were C. S. Beall, R. M. Altman, F. E. Bechstein, L. K. Rosenfeld, R. M. Bechstein, Sol Morton and the effervescent Jack Shribman.

SALZMAN CASING CO.—Hospitality headquarters of Salzman enjoyed a large attendance throughout the convention. It was a meeting place for many old friends and every guest had a good time. Hosts were M. J. Salzman, president; C. V. Scocco, treasurer; Ira Marland, superintendent; R. J. Jamieson, Herbert Pohl, Henry Hetzel, George Smale and Joe C. Redlich.

PATAPAR VETERANS

The "imperial three," surviving veterans of the Paterson Parchment Paper Co., were Walter Cox, manager of the Chicago office; Joseph X. Gubbins, Irish tenor; and Al Grossmith. The years in which they have attended conventions and served the industry are many.



VISKING PIONEERS IN MEAT DEVELOPMENT

SEATED (left to right): President Erwin O. Freund; sales supervisor E. J. Marum; vice president J. P. Smith.
STANDING (left to right): L. E. Houck, Julius Lipton, F. S. Adams, J. D. Fora, C. A. Beckman, E. B. Cahn, H. A. Lotka, Frank Kennedy, H. J. Elliott, D. G. Roberts, G. M. Perry.

PERSONALITIES...

● Some of the Many Who Helped to Break Records

BIGGER and better! Last year the attendance was 1,100. This year it was over 1,200.

Good reason. Packers have many problems to face, and what to know what's what. They got it from the speakers in full measure.

Another good reason. Human contact is a great bracer. Once a year packers meet their fellows and friends—and they wouldn't miss this, no matter what the program was.

Proof was the constantly crowded lobby of the Blackstone, even when the meetings were going on. In fact, it was hard to get them up stairs. They were having too good a time meeting friends and exchanging experiences.

Is the millenium about to arrive? A packers' committee is now working on additional trade practice rules which have a lot more "teeth" in them. They seem ready to "go along" in eliminating trade abuses which heretofore have seemed too big to tackle.

Is the Robinson-Patman act responsible, or have packers just found out that they have guts? The impression among them seems to be that this is a good excuse for doing what might have been done long ago.

Anyway, they seem about to do it. More power to them!

New faces continue to appear at conventions in increasing numbers. Some of the old-timers complain that they feel strange. A tribute to the Institute for the service it is rendering the industry is the constantly growing attendance.

Max Matthes, president, Wilmington Provision Co., Wilmington, Del., represented his concern. Vice president George Casey remained at home to run the plant and was markedly missed.

C. E. Field, president, Field Packing Co., Owensboro, Ky., and president Charles Hughes of the Hughes-Curry Packing Co., Anderson, Ind., met at the convention for the first time in ten years, though they are old friends.

Stanley F. Spencer, general manager, Keefe Packing Co., Arkansas City, Kan., and superintendent E. L. Marshall did not miss a point in the meetings.

Ed Clair, president, Republic Food Products Co., was a proud daddy at the convention. Son E. J. Clair was married on October 11 to Miss Katherine Lucey, and the bridal trip included a convention visit.

George Lauth, able secretary of the Heil Packing Co., St. Louis, represented the Heils at the meeting.

The Eckrich tribe was in attendance, as always. This time Henry Eckrich of Ft. Wayne, Clem Eckrich of Kalamazoo and John Eckrich of Jackson wore the badges.

T. O. Williams, successful packer of Portsmouth, Vt., was a quiet but attentive visitor.

It was the first convention for George C. Rinder, of the K. & R. Packing Co., Hastings, Neb., and he enjoyed every bit of it.

Philadelphia was ably represented by Joseph E. Murphy, vice president, and Robt. E. Nolan, comptroller, J. J. Felin & Co., Inc.; Fred W. Vogt, president, F. G. Vogt & Sons; Harry W. Lax, F. C. Rogers, Inc.; Harry Batt, Herman Lunsky, Al Pincus and Joe Switkin.

J. L. Roberts, vice president, represented the Georgia Packing Co., Thomasville, Ga., in the absence of president Cox.

E. S. Waterbury, general manager, Armour and Company, Omaha, got an extra kick out of the convention, as it coincided with his 40th anniversary in the industry, all spent with Morris and Armour.

H. A. Hansen and F. C. Roessler, Chicago representatives of Sylvania Industrial Corporation, were talking with packer users of Sylphrap and Sylphease during the meeting.

Tom Breslin, beloved veteran Institute director and head of the Standard Packing Co., Los Angeles, was missed at the meeting. But secretary Geo. C. Lincoln was an able substitute.

It was unfortunate that illness prevented vice president Howard R. Medici of Visking Corp. from mingling with his old friends of the industry during the convention. They all missed him and asked about him.

Harry D. Friedlander, president, Los Angeles Casing Co., was another convention attendant who had many friends.

For the first time in many years "Bob" Denton, packinghouse operating executive par excellence, could not attend. He is now superintendent of the Peyton Packing Co., El Paso, Tex., and as right-hand man to J. C. Peyton had to remain at home because of Mr. Peyton's illness.

From far-off Hawaii came O. A. Pickrell, treasurer and assistant manager, Hawaii Meat Co., the only packinghouse in the Paradise Isles. Did he have a good time? Ask him.

Lew Menges, of Menges-Mange, Inc., St. Louis, was on his feet all day answering questions of packers who want to modernize their plants, a line in which Lew is a successful specialist.

Fred Glaser, Omaha's sausage maker de luxe, was an early arrival, looking in prime condition and acting accordingly.

Among the first arrivals (as usual) were H. D. Peet, Frank Stephens and R. W. Rice, of the Peet Packing Co., Chesaning, Mich. They are becoming famous because of their smartness in plant improvements and processing savings.

Arthur Knapp and Arthur Knapp, Jr., order buyers, National Stock Yards, Ill., were convention attendants. Another father and son pair.



"BOSS" BOYS NEVER MISS A MEETING

Happy reunion of the Cincinnati Butchers' Supply Corp. staff. SEATED (left to right): Oscar Schmidt, secretary; Herman Schmidt, president; veteran salesman "Bill" Sweet. In front of them are Oscar's two sons, Oscar, Jr., and William. STANDING (Left to right): L. Rosenberg, A. B. Lloyd, the one and only Chas. A. Schwing, C. D. Berry, A. L. Kreuer, Walt Hammann.



EVERY FLAKE THE SAME

A. Rollin Staley, of Staley Sales Corp., Decatur, Ill., is proud of his sausage flour, and so are the users.

John J. Coyne, representative of the Worcester Salt Company, was on hand and related his many pleasant meetings years ago with J. Ogden Armour, who always called him Johnny.

Herb Droste, general sales manager of the Jas. H. Forbes Tea & Coffee Co., St. Louis, was in attendance for a couple of the days. Quality spices for the sausagemaker is the company's business,

and it could not have a more fitting representative than Herb Droste.

The Manasters—Harry and Henry—and their sons arranged their time so one of them would be on hand at all times and take in the various sessions.

J. L. Harris, whom we all know so well, and who is connected with the Alton railroad, is now located in Los Angeles as general Pacific Coast agent for the Alton and Baltimore & Ohio.

The famous team of Best & Donovan graced the convention with their presence, and Bill Donovan was busy renewing acquaintances he made on his recent trip to the West Coast.

The oven has become an important part of meat plant equipment. So, to become fully familiar with the current and future problems of the industry, H. R. Transue of the Union Steel Products Co., Albion, Mich., was an interested attendant. Superior ovens, manufactured by his company, are used extensively throughout the industry.

Fred and Bob are familiar names and were familiar faces at the 31st convention. Fred Cahn and Bob Rosenthal, to those who might not be so familiar with them.

These fellows in the livestock order buying business surely come big in size, but they are handled pretty well by the fair sex, as shown in the cases of Harry Sparks, Charlie Renard and Wallace Potts, who were chaperoned to this convention by their wives. It was a treat, indeed, for packers to get together with these fellows, as they are able to be of much help on livestock matters.

Ed Clair, Republic Food Products Co. chief, was chaperoning Ed F. Spencer of Detroit. Mr. Spencer is doing an excellent job of distributing meat products

in the Detroit area, and enjoyed very much meeting the individuals who produce the products he distributes.

That group of "Buffalos" in the form of real fellows who help to simplify and economize sausage production operations were R. C. Smith, president; Walter J. Richter, vice president; Walter B. Richter, A. B. Chase and Hardin Littell, of the John E. Smith's Sons Co., of Buffalo, N. Y.

The well-known concern of Kennett-Murray, livestock buyers, was represented at this meeting by its president, Fay Murray, and Bob Colina and Charles Renard. Others of this organization who usually attend the convention were kept at home by business activity.

Jim Greenlee, vice president and Chicago manager of the Kalamazoo Vegetable Parchment Co., put in an appearance a couple of the days, and was easy to distinguish by his delightful personality and the height advantage he had over most others.

K. E. Walcott, only a short time ago appointed Western sales representative for the Niagara Blower Co., was much in demand to explain about air conditioning for the meat packing plant.

Among the missing was Phil Tovrea, president, Tovrea Packing Co., Phoenix, Ariz., who found it necessary to stay at home on the job. Mr. and Mrs. Tovrea just recently returned from a two months' trip to South America, and evidently Phil is making up for lost time.

A. J. Olson, specialty packinghouse sales representative of the Link-Belt Co., sandwiched in some time on a few of the days.

August Hoffman, of Syracuse, N. Y., received the sympathy of his many friends, while in attendance at the convention, in the recent loss of his wife.

Joe Mellon, who has been doing a bang-up job of selling rendering equipment manufactured by the French Oil Mill Machinery Co., was accompanied to this convention by Mrs. Mellon.

Brothers Sol and Leo May were accompanied by Dave Falk and Sam Fine. Sylvan May is taking a late vacation and did not get back in time for the affair. The Patent Casing Co. and May Casing Co. have these able gentlemen as their directing heads.

Smith, Brubaker & Egan, well-known architects, were busy talking over future plans for better packing plants with many packers from all parts of the country.

A bridge game enroute from Pittsburgh to the convention was very, very interesting, it is understood. But the convention provided greater interest for George Hess, Charlie Nowe, Al Kramer—all from Pittsburgh.

Frank Banfield, jr., is surely a chip off the old block, and was the lone representative at the convention for the chain of Banfield meat plants in the Southwest. Frank, jr., headquarters at Independence, Kan.



INDEPENDENT AS ALWAYS

Staff of the Independent Casing Co. who do the job in the field, and do it well. SEATED (left to right): Chas. G. Stohrer, Sam Isaac. STANDING (left to right): Herbert W. Strauss, Gus Kuhn, Phil Hantover, Elmer Freud, Herbert J. Altheimer.



AN OLD AND HONORED LINE

When sausage machinery is thought of "Buffalo" just naturally comes to mind. Here are some of the men now upholding the family tradition (left to right): W. J. Richter, vice president; Richard C. Smith, president; W. B. Richter; H. H. Littell, advertising manager.

Elmore and Fred Schroth ably represented the J. & F. Schroth Packing Co., Cincinnati.

Berth. Levi & Co. distributed a handy vest-pocket memorandum pad as a convention souvenir.

The Visking canes made a great hit, especially with the foot-weary lobby standees.

John Samuel Martin, of the John S. Martin Co., Richmond, Va., was an interested attendant.

Waldemar J. Neumann, secretary and general counsel, Stahl-Meyer, Inc., New York, represented the company. President George Schmidt was in Europe.

Morris Rifkin, enterprising St. Paul beef packer, who is building a new plant designed by L. J. Menges, brought his son, Herschel Rifkin, for his first convention. Another young man with a future.

Emory Williamson, Augusta, Ga., broker was an interested convention spectator.

Roy Howland, president of Miller & Hart, and Paul Lind of Libby, McNeill & Libby, breezed in together. If Paul continues to reduce the waist line he will be able to qualify for that sylphlike figure class along with Roy.

Harry Lax, Philadelphia broker leader, brought Mrs. Lax with him again this year. He was not seen much about convention halls; he was too busy out in the field. Harry's connections are important, and they stick by him.

Jack Harris, chemical engineer associated with the Industrial Chemical Sales Co., was a very busy individual with two conventions. The American Oil Chemists' Society overlapped the first two days of the meat packers' convention, but Jack was right on the job at the Blackstone as soon as he could get there.

Baker Ice Machine Company, which has been doing an unusually fine job of refrigeration and air conditioning work in the meat packing industry in the past few years, sent the man who is responsible for most of this activity in the person of Roger Sprague. He was on hand early and stayed through the entire meeting.

The key to genuine hospitality was extended by the J. S. Hoffman Company, and the remainder of this invitation was a cardboard key, suggesting that a visit be paid to suite 705 in the Blackstone. President Harry Hoffman, assisted by Meyer Katz, vice president, and others of the staff, were greeters for the occasion.

This convention was sort of an anniversary affair for the Salzman Casing Co., as it occurred shortly after the completion of its first year in business. Its president, Max Salzman, is widely known and admired for his untiring efforts to help the sausage industry. In addition to himself, Mr. Salzman had the following members of his staff in attendance at the convention: Charles B. Scocco, George Smale, Henry Hetzel, Joe Redlich, Herbert Pohl.

N. Rosenberg, who conducts 43 markets in Philadelphia, felt at home in the crowd, as he is a former Wilson & Co. man.

E. C. Andrews had a lot of fun "crashing the gate" at the Angostura dinner. He was the life of that delightful party.

Bert Freeman, general superintendent, P. Burns & Co., Canada, with headquarters at Calgary, was another fun stimulator at the convention. Bert has 6 plants under his supervision in Canada, and one of the evidences of his wisdom in plant management is his training of operating men in winter classes. He uses THE NATIONAL PROVISIONER each year as an aid in this personnel development.

Henry Belz, handsome, young president of the J. H. Belz Provision Co., of St. Louis, was a very busy gentleman during the entire meeting. Henry has done a fine job of carrying on and building up the business which he took command of at the death of his father.

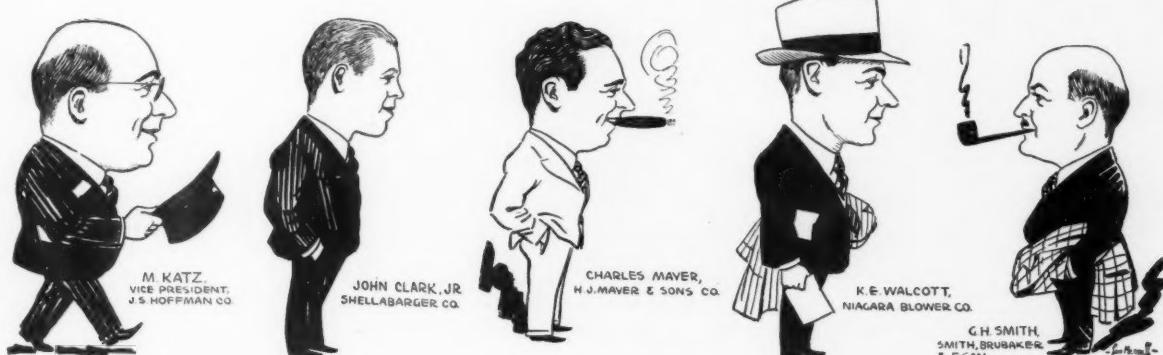
Harry Bookey, president and general manager, Bookey Packing Co., Des Moines, Ia., was again a close observer of convention events.

A sure cure for the blues is some time spent with Bill Mullaley. He has been attending packers' conventions for 30 years and has done his part to make them successful and pleasant.

Louis Jourdan and Fred Wetzel, of the Jourdan Packing Co., attended several meetings and also greeted many meat packers and sausage manufacturers who are users of their well-known Jourdan process cooker.

Utica certainly sent live wires to the convention in president John M. Snyder and W. E. Oliver, of the C. A. Durr Packing Co. Both were interested in all sessions and contributed liberally to entertaining the ladies at the Angostura dinner on Monday night. Some dancers, these fellows.

Ira Loewenstein, president, Superior Packing Co., is a mighty busy man these days, dividing his time between his St. Paul and Chicago plants, but he found time to attend the convention. Probably next year Ira will present his two sons, who are now active in his business, at the convention. Reggy Pearse, also of the company, spent considerable





SOME OF THE GO-GETTERS OF S. OPPENHEIMER & CO.

Staff members of one of the oldest and most respected purveyors of animal casings to the meat trade: (left to right) L. K. Rosenfeld, Jack Shribman, F. E. Bechstein, Claude Beall, R. M. Bechstein, Sol Morton and Robert M. Altman.

time attending this year's convention.

One party from the Lone Star State was composed of J. E. O'Neill and wife, Mission Provision Company, San Antonio; Ben Rosenthal and wife, Ben H. Rosenthal & Co., Dallas; and R. H. Marks, Enterprise Butchers' Supply Co., Dallas. Texas is an up and coming state for meat packing enterprises, and this was only one group of packers from this state finding the convention well worth the trip.

Harry McKay of Westinghouse has a new sidekick who is helping him in his work of serving the meat packers. The newcomer is T. H. Duff, who devotes his entire time to the meat industry.

John J. Dupps and wife came to the convention by the way of Lafayette, Ind., where their son Jack has recently entered Purdue. This looks like a new engineer for the meat packing machinery business!

Bob McLaren, well-known packing-house architect, although busily engaged these days with the construction of several plants, found time to attend at least a part of each day's sessions.

Curing of meat is an art which is especially well carried out by Ira Newman, of the U. S. Cold Storage Co. Ira also goes a step further and provides proper cold storage facilities. He was on the job each and every day of the convention, and was accompanied by Mrs. Newman who, by the way, is a talented artist.

Harry Altman attended his thirtieth convention. Looking back to the time when Harry was in the sausage business, he probably is entitled to a twenty-five year button. Button, button, who's got the button?

Representing the Ford Motor Company at this convention were the "three musketeers"—C. J. Wurdock of Detroit, M. K. Buck of Somerville, Mass., and W. E. Ramlow of Chicago—all representing the by-products division and particularly interested in charcoal briquets for smoking meats.

From out where the tall corn grows came Byron G. Benson, advertising director of the Rath Packing Co. Mr. Benson took in the sectional meetings and then found it necessary to leave for other parts on pressing business.

John Frangoulis, president, Madison Packing Co., Madison, Ill., found this convention a most interesting one.

Not a newcomer at packer conventions, but attending in a new capacity on this occasion was Art Levinson, now sales manager of the edible soya division of the Glidden Company. The company has just recently completed a soya products plant in Chicago which cost more than \$1,500,000. It is equipped with both expeller and solvent type of equipment for manufacturing all kinds of soya bean products.

Joseph Dressler, Colfax Packing Co., Pawtucket, R. I., accompanied Jake Sabean, of the Cincinnati Butchers' Supply Corp., to the convention. Both found the trip well worth while.

Con Yeager of Pittsburgh is one of the old timers who has seen conventions become of greater importance every year. He was on hand again this year and mentioned to *Ye Reporter* that he was the oldest casing salesman now active in traveling work and attending conventions. With his son Grover, the Con Yeager Co. of Pittsburgh is enjoying a steady growth.

Harry Sparks, well-known livestock order buyer, was in attendance with the new Mrs. Sparks. A charming couple, and at their best with their many friends at the convention.

HAPPY TIMES IN SPITE OF THE WINDFALL TAX

(See opposite page)

- 1.—Henry Fisher, R. L. McTavish, Jack Dupps of Purdue, John J. Dupps, Fritz Frey and Con Yager.
- 2.—L. E. Griffin, Oscar Menge of Dold's, Bob Burrows and J. K. McKenerick.
- 3.—H. H. Farmer, Eckert Packing Co., Henderson, Ky.
- 4.—J. F. Jordan, Portland, Me.; John Beck, Buffalo; R. E. Sabean, Cincinnati Butchers' Supply Corp.
- 5.—Norman McLean, Canada Packers, Ltd., and Ike Powers of Terre Haute have a reunion, Sven Lund of Swift's observing.
- 6.—Son Herschel Rifkin and Father Rifkin of St. Paul.
- 7.—Morris Rifkin and the one and only Meyer Kornblum, now of Kansas City.
- 8.—Harvey Ellerd congratulates Myrick Harding on his 50th anniversary in the industry.
- 9.—Elmore Schroth and Al Goering of Cincinnati.
- 10.—Lacy Lee (center) greets C. M. Van Paris and W. J. Graham of Hammond Standish, Detroit.
- 11.—J. L. Wilde, Detroit Packing Co., and V. E. Clark, Major Bros., Mishawaka, Ind.
- 12.—J. E. O'Neill, San Antonio, and W. F. Price of Dold's.
- 13.—Col. Will Grove (left) and C. R. Hood (right) of Wilson's welcome Frank Foss home from South America.
- 14.—E. D. Henneberry, Pittsburgh, Kas., and John Crocker of Joplin and Springfield, Mo.
- 15.—Morrell Trinity: J. V. Snyder, Sioux Falls, S. D.; R. H. Owthwaite, Topeka; H. C. Snyder, Topeka.
- 16.—J. E. Madden, Boston manager, president V. D. Skipworth and gen. supt. Emil Laier of Gobel's.
- 17.—Fred Tobin of Rochester, Albany and points West arrives for the convention.
- 18.—Chas. Trunz, Jamaica's golf champion, and Col. J. C. Jacobs of Armour's check up on that winning score.
- 19.—Carroll Griffith and Jim Frank of Memphis.
- 20.—J. Louis Balentine, J. D. Gilreath and B. B. Balentine, Greenville, S. C.
- 21.—Edward Belz of the Belz Bell Ringers.
- 22.—Lawrence Pfaelzer and Will Luer enjoy a snack.



CONVENTION NOTES

Max Goldberg, vice president, Alabama Packing Co., Birmingham, Ala., had a good time at the meeting, especially because Mrs. Goldberg was with him.

One of the absent was president W. R. Sinclair of Kingan & Co. He was kept away by a painful carbuncle affliction. His cheery smile was missed.

Ray Seipp, pioneer advocate of soya flour for sausage, was busy upholding the merits of Staley products. He is no stranger to the packing business, having spent 20 years in the industry, with Roberts & Oake and other packers.

A. C. Hofmann of Syracuse attended his first convention in four years, and was warmly greeted. Gus still has the same old smile.

George Terry of Mongolia was busy entertaining his friends at the Congress and celebrating his tenth year in the business under the Mongolia name.

Charles G. Buchy represented the Chas. G. Buchy Packing Co., Greenville, O. A shining example of a successful small packer.

There was a new "Bell Ringer" at the convention this year in the person of Edward Belz, the latest in the famous Belz Provision Co. line. President Henry Belz was proudly introducing him.

Columbus Packing Co. was loyal in attendance, as usual. The delegation included president Ed Schenk, secretary-treasurer J. T. McCrum, superintendent J. J. McLaughlin and sausage foreman O. Hauser.



SHOOTING THE WORKS

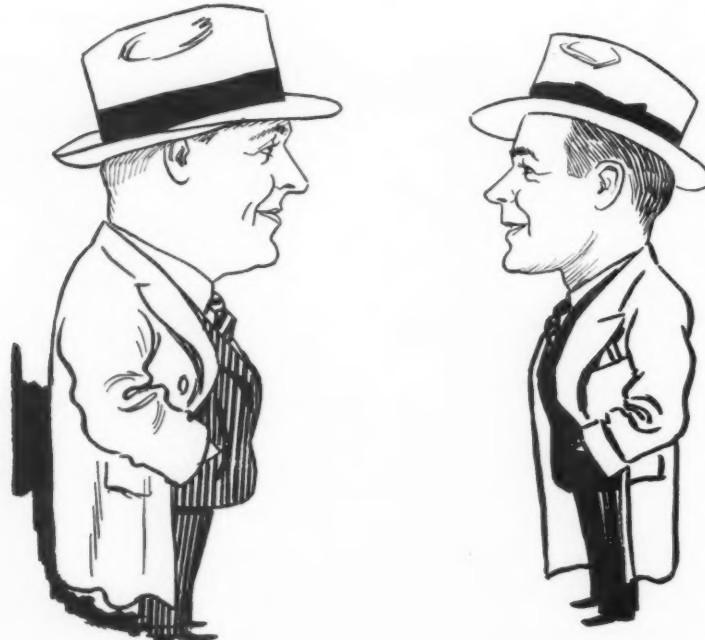
Marksmen in the industry found the Visking shooting gallery a center of attraction. Those who brought down the game got Visking canes as souvenirs.

Rapid City Packing Co., Rapid City, So. Dak., was represented by C. V. Carlson, Eldred Peters, Fred Pattalochi and C. G. Weiglind, who brought Mrs. Weiglind. They believe in modernization and are completing plans for plant improvement with the aid of Smith, Brubaker & Egan.

Frank O. Louer of Oppenheimer Casting Co. shed his sunny smile around convention purlieus with the usual happy results.

L. E. Griffin, head of P. G. Gray & Co., Boston packinghouse brokers, has not missed a convention in many years, and didn't miss this one. His standing in the industry ranks him near the top in length of service as well as in reputation.

W. J. Kempner, managing director, W. J. Kempner, Ltd., London, is as well known in the industry as though he lived right among us. His visits are always welcome.



CAN'T BEAT THIS PAIR

Walter Best and "Bill" Donovan, of Best & Donovan, who serve the packing industry with up-to-date equipment.

PACKERS ARE MODERNIZING

A building permit calling for expenditure of \$225,000 for alteration of the St. Louis Independent Packing Co. plant at St. Louis, Mo., has been issued to Swift & Company. Proposed plans call for modernization and enlargement of the plant.

Linden, N. J., city zoning board has approved an application of the Linden Packing Co. for erection of an abattoir at that city. Proposed plans call for a 3-story brick building, 250 x 237 ft. Charles Statler of New York is the architect.

Adolf Gobel, Inc., has let a general contract for erection of a new plant at Benning, Washington, D. C., comprising four 3-story units. Cost will be over \$100,000, with equipment. H. Peter Henschien, Chicago, is architect and engineer.

Improvements are being made at the plant of the Farmers Packing Co., Nashville, Ga., A. B. Clyatt, manager. Coolers are being modernized and other improvements made. The plant cured 200,000 lbs. of meats last year and anticipates a larger season in 1936. Operations begin about Nov. 1. The concern is owned by W. G. Eager, Valdosta, Ga., and has been in operation 19 years.

FIFTY YEAR VETERANS

Packing industry employees who this year celebrated their 50th year of service in the industry, and who were awarded gold buttons by the Institute, include the following:

E. Reining, beef department, Acme Packing & Provision Co., Seattle, Wash.

Robert E. Davies, formerly in charge of stock and test department, Armour and Co., National Stock Yards, Ill.

Myrick D. Harding, assistant general manager of plants, Armour and Company, Chicago.

John Hurley, beef dressing department, Armour and Company, Chicago.

Charles Klaus, former foreman chopping department, Armour and Co., Chicago.

James Lonergan, pork cutting department, Armour and Company, Chicago.

Michael R. Moran, assistant manager wholesale market, Armour and Company, Chicago.

Sam Simons, sheep dressing department, Armour and Company, Chicago.

F. A. Danielson, general manager, Carstens Packing Co., Tacoma, Wash.

Abe Finley, Cudahy Packing Co., South Omaha, Neb.

Francis Guise, stock yards superintendent, Cudahy Packing Co., Jersey City, N. J.

H. R. Elliott, president, Elliott & Co., Duluth, Minn.

John Kurfurst, sausage maker and ham boner, Adolf Gobel, Inc., Brooklyn, N. Y.

Harry Irving, cooperage foreman, Hately Brothers Co., Chicago.

Gilbert J. Waller, manager, Hawaii Meat Company, Ltd., Honolulu, T. H.

William Moran, general superintendent, James Henry Packing Co., Seattle, Wash.

Albert Babst, hotel department, E. Kahn's Sons Company, Cincinnati, O.

Otto Burke, sausage department, E. Kahn's Sons Company, Cincinnati, O.

Catherine Crahan, city sales department, Kingan & Co., Indianapolis.

John Langridge, export department, Kingan & Co., Indianapolis.

Thomas J. O'Connor, shipping clerk, export department, Kingan & Co., Indianapolis.



CANNING IS COMING BACK

Among the helpers in increasing meat canning activity are these three of the Heekin Can. Co., who never miss conventions: (left to right) E. J. Louis, C. A. Rolfs and Wilbur H. Turner.

Tony Raymond, maintenance department, Kingan & Co., Indianapolis.

William Knauss, president, Knauss Brothers, Inc., Poughkeepsie, N. Y.

John Lewis, president, John Lewis Packing Co., Spokane, Wash.

Frederick Batty, Newcastle office, John Morrell & Co., Newcastle, England.

Michael Moffit, general office, John Morrell & Co., Ottumwa, Ia.

August Fleckenstein, Reliable Packing Co., Chicago.

J. W. Reynolds, salesman, Reliable Packing Co., Chicago.

Herman Hansel, sausage maker, Rochester Packing Co., Rochester, N. Y.

Otto J. Wobser, formerly in charge killing, cutting and curing department, Rochester Packing Co., Rochester, N. Y.

Alex G. Hultgren, Steiner Packing Co., Youngstown, O.

Michael J. Seiler, Steiner Packing Co., Youngstown, O.

James A. Blaine, in charge beef storage, cutting, and carloading, Swift & Co., Kansas City, Kans.

William P. Hurley, transportation department, Swift & Co., Chicago.

R. M. Jackson, Swift & Co., San Francisco.

H. P. Duplan, livestock office, Wilson & Co., Chicago.

V. Hechler, branch house, Wilson & Co., New York.

William Hill, hog pen foreman, Wilson & Co., Chicago.

Frank Jara, floorsman, Wilson & Co., Albert Lea, Minn.

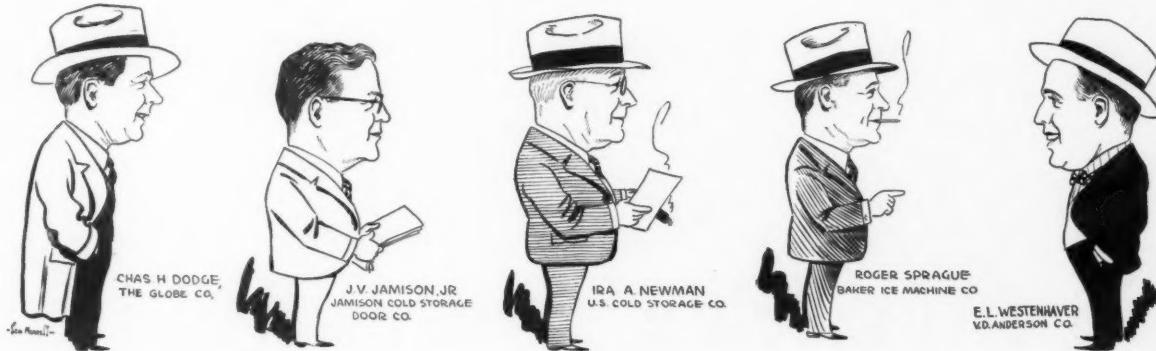
Frank Langer, beef splitter, Wilson & Co., Albert Lea, Minn.

Hugh McCann, hide cellar, Wilson & Co., Chicago.

Those who completed 25 years of service, and were awarded silver buttons, total about 1,650. These buttons were mailed to the companies to be awarded to the men in person.

HAPPY TIME FOR MONGOLIA

Convention time was a happy time for the Mongolia Importing Co. of New York City, as the firm was celebrating the 10th anniversary of its founding. The company had a very modest beginning in October, 1926, under the leadership of George and Andrew T. Terry, but its business of importing and jobbing casings, principally sheep casings, has grown steadily ever since. George Terry, president, attributes the firm's success to its policy of supplying closely graded custom casings. The Mongolia company maintains branches throughout the world and has about 100 casing selectors in its New York branch alone. Mr. Terry has great confidence in the future of natural casings and is planning a program of normal expansion for the next ten years. Other executives of the company are Andrew T. Terry, vice president, and Sigmund T. Terry, secretary.



Trunz Pork Stores, Inc.

"Brooklyn's Largest
Retailer of Pork Products"

Packinghouse: 25 to 45 Lombardy St.,

Brooklyn, N. Y.



QUALITY



SERVICE

51 EXCLUSIVE PORK STORES

CON YEAGER COMPANY INC

O IMPORTERS PITTSBURGH, PENNA., U. S. A. EXPORTERS O

N YEAGER CO IN

—*Our Specialties*—

Genuine German Wiener Seasoning

Genuine Blood Tongue Sausage Seasoning

Genuine Braunschweiger Liverwurst Seasoning

Genuine Dixie Hot Dog Seasoning

Genuine Philadelphia Scrapple Flour

Milko for Meat Loaves

Westphalian Curing Salz
(the Miracle Cure)

Hog—Beef—Sheep Casing

CON YEAGER COMPANY INC

MEAT RATE Reductions Are Recommended to COMMISSION

A RECOMMENDATION that the Interstate Commerce Commission find that proposed reductions in railroad freight rates on meats and packinghouse products from Chicago to Eastern points are justified, has been made by Examiner Disque in I. and S. 4214. He said the order suspending the rates should be vacated and proceedings discontinued. The rates would be experimental, expiring June 30, 1937, and were proposed by the railroads to meet the situation created by loss of meat traffic to motor trucks. (See THE NATIONAL PROVISIONER, page 21, July 4, and page 42, July 18.)

The rates were suspended by the Interstate Commerce Commission after they had been approved and opposed by various packers. Eastern packers and livestock interests had protested vigorously against the rate cuts as dangerous to the livestock slaughtering and meat packing industry in the East. They contended that the spread between livestock and fresh meat rates was being lowered.

Examiner Disque declared in his report that if railroads are to retain most of the traffic, they must provide rates that do not greatly exceed truck rates. Accordingly, a finding that minimum rail rates must substantially exceed truck rates would be equivalent to saying that rail carriers may not compete for this business upon an equality of opportunity.

Producers Ask Investigation

Coinciding with release of the examiner's report, the National Grange, Farm Rate Council and Northwestern Live Stock Shippers' Traffic League have asked the commission to investigate contract and common carrier highway and railway freight rates on meats and packinghouse products from all Western trunk line points to Central freight association destinations and consolidate the investigation with I. and S. 4214 and I. and S. 4222, a similar proceeding.

The organizations assert that the railroads' proposals to reduce freight rates drastically on meats and packinghouse products would leave livestock rates to the points involved relatively higher than at present in comparison with meat rates.

Warn of Injurious Effect

"An effect of the proposed rate changes," says the petition, "would be to curtail the range of markets for livestock in which the farmers and stockmen sell and to extend the range of markets for meat and packinghouse products that the Chicago and St. Louis meat packers sell."

If spreads between livestock and meat rates were reduced, the petition states, it would be "injurious (a) to meat consumers, (b) to livestock producers, (c) to independent meat packers with plants located in the destination territory involved, (d) to the railroads, (e) to the highway carriers, (f) to the general public."

The National Grange and other

groups contended that when any industry is conducted under a few corporate "roofs" it becomes increasingly difficult to prevent monopolistic price setting in buying raw material or unmanufactured product and selling finished product.

Livestock producers in destination territory, the petition states, would receive less for their livestock since nearby packers could pay less on account of having to meet prices on meat which came from Chicago or St. Louis at reduced rates. Producers would have to rely largely on selling livestock at branch plants of Chicago packers maintained in destination territory if packers in their own territory closed their doors or curtailed their operations.

MILLERS MAY Refund Tax But Meat PACKERS CANNOT

SEVERAL large flour milling concerns will turn over refunded and unpaid processing taxes to their direct customers, thus avoiding liability for the "windfall" tax, according to announcements made this week. Firms planning such action include General Mills, Inc., the Pillsbury Mills and Russell Miller.

In the case of General Mills repayment will be made on presentation of claims by customers based on orders for wheat and corn products processed after May 1, 1935, and rye products processed after September 1, 1935. Reimbursement will be made in consideration of a release of all claims on the part of customers on account of processing taxes imposed from and after July 9,

1933, under the AAA.

General Mills' action was made possible, said a company statement, as a result of conferences with the Treasury Department, including an opinion of the Treasury general counsel, holding that reimbursements to customers made by these companies in bona fide settlement of written sales contracts would be deductible for windfall tax purposes.

It is not known whether or not the millers' action will finally settle the processing and windfall tax question in that industry. The problem, however, will be in the hands of the bakers and other customers of the flour mills. It is possible that the government may try to collect the windfall tax from bakers receiving the refunds, although these assert that they absorbed the tax and did not pass it on to consumers. There also is a possibility of claims by ultimate consumers.

Meat Packers Different

Meat packers would be unable to follow the course taken by milling firms. They do not break a raw material down into a single product, as do the millers, but turn hog products and by-products into dozens of items which are bought by dozens of different kinds of dealers and manufacturers. As the legal head of one meat packing firm said this week, referring to possibilities of dealer refunds:

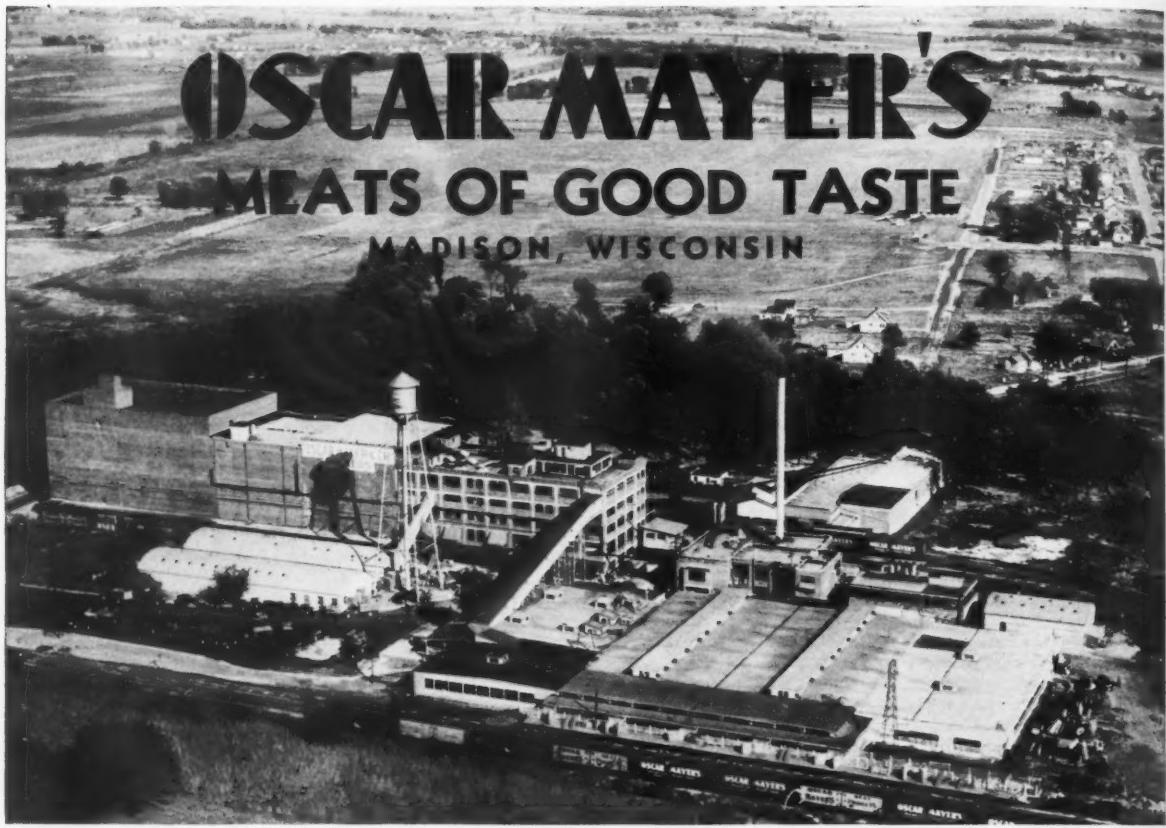
"It would be like trying to trace the piece of coal the ink from a newspaper came from ten years ago."

Moreover, packers have held that their customers bought meat—not taxes. Meat was offered at a price and accepted. The processing tax was only one of many taxes and other expenses of doing business. The packers' costs of doing business were changed by the AAA decision of the Supreme Court but past transactions cannot be reopened for adjustment in taxes or other business costs.



HOGS ARE COMING

Walter Reineman, president, Fried & Reineman Co., Pittsburgh, Pa., discusses the situation with Ike Duffey, livestock order buyer.



FIRST PRIZE PURE MEAT PRODUCTS

HAMS BACON

DAISIES

SAUSAGE PRODUCTS

FRESH PORK

PURE LARD

—you won't forget the flavor!

ALBANY PACKING CO., INC.
ALBANY, N.Y.

USE FORT PIT^BRAND



Sausage

Pork Beef Lamb Veal

FRIED & REINEMAN
PACKING CO.
Pittsburgh, Pa.

PRACTICAL POINTS ★

for the Trade

Souse in Packages

Souse is an old time favorite, which can be made even more popular by modern packaging methods. A Western sausage manufacturer writes:

Editor THE NATIONAL PROVISIONER:

We should like to secure several souse formulas, including one for a fancy product which may be packaged in artificial casings. Can you supply us with such information?

A very good grade of souse can be made entirely from pickled front pigs' feet. Or, if desired, small quantities of S. P. pork snouts, tongues and lips may be used with the pigs' feet.

PROCESSING.—Feet must be cooked at the boiling point until they are absolutely tender so that the bones can be removed easily. Before cooking the skin should be cut with a sharp knife for the full length, on a straight line from between toes to shank. If the skin is cut as described it will be free from breaks.

After feet have been cooked and boned—the latter operation while they are still hot—the boneless meat should be chopped by hand or put through the head cheese cutter.

Save the water in which the feet are cooked. When feet are removed from the cook kettle skim the grease from the top of the cooking water and then turn the steam on again, boiling for another hour. Strain the liquor through cheese cloth when it is removed from the kettle. This jelly water may be added to a like amount of gelatine solution in making pan souse but its use is not recommended when a very clear product is desired, such as is stuffed in artificial casings.

GELATINE SOLUTION.—Such a jelly may be made by dissolving 1 lb. of commercial gelatine in 3 to 4 qts. of water, to which 1 qt. of 90 proof vinegar, 4 oz. sugar, 1 oz. salt and a pinch of cayenne pepper have been added. Jelly water should be hot when ready for use.

Mix the chopped meat with about 1½ gallons of chopped sweet mixed pickles, previously squeezed out in a strong cloth to remove as much moisture as possible. Then add one-half of a No. 3 can of chopped pimientos, a small amount of chopped fresh parsley and, if desired, 2 or 3 oz. of whole mustard seed. Pickles, parsley and pimientos may be omitted from the formula if desired but they add much to the flavor and appearance of the product.

FILLING CASINGS.—The meat mixture is placed in 3¾ x 20 in. artificial casings. The casings are filled nearly full of meat and hot gelatine

solution is then poured in. Slant the casings as the solution is added as this will allow air to come up on one side and escape and there will be no bubbles in the product. Tie off casings tightly and wash off in warm water which contains enough vinegar to cut the grease on the surface of the casing.

Place in molds to form a rectangular product or leave round. Place in the cooler overnight to chill and set.

About the same procedure should be used with souse which is molded without casings. The gelatine water is poured over the cooked meat in the container and allowed to seep down through meat. If gelatine solution and meat are mixed together and then filled into casings or molds, the hot jelly stirred up with meat is likely to draw out some of the meat juice, making a cloudy product.

Another souse formula is as follows:

- 50 lbs. pickled pig snouts
- 20 lbs. pickled pig skins
- 20 lbs. dry-cured beef trimmings
- 10 lbs. tripe.

COOKING AND CUTTING.—All meats should be cooked in nets so that they may be easily removed from kettle. Cook snouts and skins together for about two hours at 210 degs. in a steam-jacketed kettle. Beef trimmings are cooked for about an hour and tripe for about 2½ hours in an ordinary cooking vat at boiling temperature.

Handling Hog Casings

Do you know how to handle hog casings? It means PROFIT to you if you do and LOSS to you if you don't.

Complete directions for handling hog casings, all the way from the killing floor to the storage room, have been prepared by THE NATIONAL PROVISIONER. They include both the old method by fermentation and the new fresh-cleaning method.

These may be had by sending in the attached coupon, with 25c in stamps.

THE NATIONAL PROVISIONER,
407 So. Dearborn St., Chicago, Ill.
Please send me directions for handling
hog casings.

Name.....

Street.....

City

(Enclosed find 25c in stamps.)

Pig snouts may be chopped by hand, machine ground through 1-in. plate or head cheese cutter. Beef trimmings are ground through ¼-in. plate of hasher and skins through ½-in. plate. The procedure outlined in the first formula, both as to stuffing and adding pickles, pimientos, etc., may then be followed if desired.

Another Souse Formula

Another formula for making a good souse calls for:

- 25 lbs. S. P. pork snouts
- 30 lbs. S. P. pork tongues
- 15 lbs. S. P. pork cheeks
- 15 lbs. S. P. ham trimmings
- 15 lbs. S. P. pork lips

All meats are cooked in separate nets until tender. Tongues and lips will require 3 to 3½ hours cooking; the other meats approximately 2 hours. The meats are ground through 1-in. plate or through head cheese cutter.

Add 5 lbs. sour pickles cut into ¼-in. cubes and 2½ lbs. of chopped red peppers and 4 oz. of dry pepper spice. Stuffing procedure used in the first formula may also be followed in this case.

Ready prepared seasonings or specially prepared seasonings are manufactured by reputable firms for use in part in flavoring souse. Such seasonings are convenient to use and insure uniformity of flavor.

A sparkling, appetizing souse in artificial casings finds a ready demand among lovers of good food.

HANDLING CALF HEADS

A Western meat packer wants to know how calf heads are handled when they are to be sold whole. He says:

Editor THE NATIONAL PROVISIONER:

We have never had occasion to prepare calf heads for sale but are going to do so shortly. Can you tell us something about the process?

The usual practice in cleaning calf heads is to scald and then rub them with freshly powdered rosin. This removes all the fine hairs. Front feet are handled in the same manner and the head and feet are sold in sets. This has been found to be the most satisfactory and easiest way to handle them if sold whole.

Otherwise they are skinned, the tongues removed, the cheek and other meat cut or chiselled off the head, the skulls split and the brain removed and the remainder of the head is utilized for glue or inedible tallow.

Accident Prevention

Points for Plant Executives to Keep in Mind in Maintaining a Clean Accident Record

MEAT PLANT ACCIDENTS

Slipping accidents are bound to continue in meat packing and other industrial establishments until full recognition is given to the human element in these accidents, said John R. Byerly, safety supervisor, Armour and Company, Omaha, Neb., to members of the meat packing section of the twenty-fifth National Safety Congress at Atlantic City, N. J. A. E. Sinclair, plant superintendent, Kingan & Co., Indianapolis, Ind., also emphasized the importance of guiding human nature in achieving plant safety in a talk before the same group.

Mr. Byerly described the nature of the work in the Omaha unit of Armour & Company, stating the preventive measures that have been taken to eliminate slipping accidents. Processing of highly perishable meat products creates slipping hazards that can be overcome only through extreme cautiousness on the part of the employee, he said.

"In the preparation of meat products, large quantities of water are used, chiefly for sanitation purposes," Mr. Byerly asserted. "Refrigerated rooms are necessary to preserve the products and much machinery, moving equipment and utensils of many descriptions are essential.

Fats Cause Slipping Danger

"In handling the various products it is nearly impossible to prevent small particles of fat and drops of oil from falling to the floors and creating slippery conditions. The fat and oil particles are transferred to some extent onto the elevator cage floors and stairways by means of the employees' footwear and the wheels of moving equipment. Therefore, if a slippery condition in some particular place on the floor is not eliminated immediately, the particles causing that condition will be carried to other sections of the building.

"Floors and stairways are composed of wood, steel, cement, brick and asphalt, so that we must deal with five different types of surfaces. Footwear suited to the various occupations include rubber boots, leather and dress shoes. Equipment consists of almost every type of hand and power operated trucks, moving conveyors and elevators. Various types of ladders are used.

"From this, then, it can be seen why slipping accidents are so difficult to control in the meat packing industry."

Good Housekeeping Necessary

Mr. Byerly said the management of the Omaha unit realizes that good

housekeeping is the best way to maintain business and aims to keep floors, walls and ceilings clean and as free from dust, grease, oils, water, ice and other items as is practical. Salt, he stated, is used extensively in the curing of meats and for refrigeration purposes and is a handy substance to sprinkle over greasy and wet surfaces to prevent slipping. Steam, hot water, soda ash, caustic soda, caustic soaps and sodium phosphate are used to clean the floors.

"Slipping accidents" the speaker concluded, "can be prevented in the meat packing industry if the management will remove the hazards, the supervisors will teach and preach safety, and the employees will work for the best interests of all by utilizing their time and talents properly."

Safety in the modern packing plant is as large and complex as human nature itself, and no set of rules or laws will be sufficient to effect a complete cure, A. E. Sinclair of Kingan & Co. told the delegates.

Workers Must Think Safety

"The only thing that can change human nature is right thinking," the speaker contended. "We sometimes make the mistake in thinking safety lies in eliminating hazards, guarding machinery and so forth. These measures are all very necessary, but as human nature causes almost all of our difficulties, thinking correctly must be the prime factor."

Describing the safety program of his own plant, Mr. Sinclair gave the supervisors the lion's share of the credit for preventing accidents. "They are the pivot men and are, more than any other group, responsible to the company for the safety and loyalty of the employees in their departments.

"These are the persons from whom we get the fullest cooperation. I am glad to say that we are gradually winning them over to the safety cause, and this will be the major battle won, owing

to the influence they have over the employees."

In one year of intensified work, Mr. Sinclair's plant reduced its accident frequency rate from 36.40 to 10.98, and its severity rate from .465 to .138.

TANNERS' COUNCIL MEETS

Pleading for a sound and reasonable price level for leather, Percival E. Foeberer, chairman of the board of the Tanners' Council of America, told council members at their annual meeting in Chicago last week that the industry was enjoying "profitless prosperity" with plenty of volume but no profits. The time for price trading was past, he said, and the leather industry must receive profitable prices for its products, allowing other groups to face their own problems.

A. W. Zelomek, economist of the International Statistical Bureau, indicated that higher hide, leather and shoe prices would come in 1937 and forecast sustained shoe demand, in spite of record production and distribution during the past several years. He declared that domestic supplies of hides and skins are not likely to be oppressive during the coming year since approximately four years' slaughter has taken place during the last three years. Foreign and domestic hide price relationship is not expected to develop unfavorably.

New officers of the council for 1937 were elected as follows: Carl F. Danner, American Hide & Leather Co., Boston, chairman of the board; H. M. McAdoo, U. S. Leather Co., New York, vice chairman; Frank H. Miller, G. Loyer & Co., New York, treasurer; Merrill A. Watson, New York, executive vice president and J. Louis Nelson, New York, secretary.

PACKER DISPLAY AT FAIR

More than 125,000 people attended the Nassau County Fair held in Mineola, L. I., during the week of September 21, and of these nearly 30,000 visited the display of Wilson & Co., which included hams, canned meats, mayonnaise, sausage products, etc. The Wilson booth was awarded first prize for attractive display, an honor which the company's Mineola branch was accorded last year as well. Prizes of All-American Tender-Made hams in cans were awarded to the contestants guessing the right number of cocktail franks in a basket. The booth was simply but attractively arranged, with perishable meat products in a refrigerated display case furnished by the Hussman Distributing Co.

HOG CUTTING TEMPERATURES

What are proper temperatures for cutting hogs? See "PORK PACKING," The National Provisioner's pork plant book.

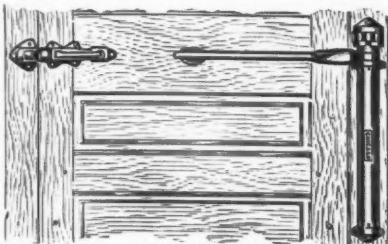
The National Provisioner

A Page for PURCHASING Departments

COOLER DOOR CLOSER

Packers appreciate the extent of loss when cooler and freezer doors are carelessly permitted to stand open or are not closed promptly when workers have opened them. To hold these losses to a minimum, therefore, it is rapidly becoming widespread practice to equip all cooler doors with closing devices.

A cooler door closer designed for use under heavy duty requirements is shown in the accompanying illustration. Spring power is applied between top and bottom of door through an arm which remains parallel with door in all positions.



PREVENTS LOSSES

Door closer actuated by spring power applied through an arm which remains parallel to the door in all positions, permitting openings up to 180 degs. It may be installed to operate either right or left hand doors.

This permits door to open at an angle of approximately 180 degrees. Closer has a "hold open" feature for use when it is desired to temporarily hold the door open. A slight movement of the door in the open direction automatically releases holding device and permits closer to function. Spring is easily adjusted for different sizes of doors and varying conditions, and the closer may be installed to operate right or left hand doors. It is manufactured by Chicago Spring Hinge Co., Chicago, Ill.

DUCT INSULATION

A new type of corkboard insulation for ducts has been developed by the Armstrong Cork Products Co., Lancaster, Pa., to meet requirements of small commercial air conditioning installations. The new product will be known as Armstrong's DI (duct insulation) corkboard.

The main problem in such installations, it is pointed out, is to prevent condensation rather than to conserve refrigeration, hence the new type of corkboard, offered in $\frac{1}{2}$ -in. thickness, is said

to be sufficient to solve this problem. Where insulation is required to conserve refrigeration, standard corkboard in heavier thickness should be used.

The new corkboard is not affected by moisture, it is said, and a thin mastic coating on one side strengthens the material, increases its flexibility, seals it against moisture penetration and provides a finish. It can be erected readily in waterproof cement or asphalt, and because of its light weight reinforcement with wires or bands is not necessary in many cases. It can be made to conform to sharp curvatures and can be cut and fitted with a sharp knife. The thermal conductivity value of DI corkboard is high, due to its special light density. It is available only in $\frac{1}{2}$ -in. thickness in 12 in. x 36 in. sheets.

WELDER FOR LIGHT METALS

A low current arc welder capable of handling lighter gauge metals is now manufactured by the Harnischfeger Corporation of Milwaukee. This P&H-Hansen 50-ampere vertical welder, known as W50-254, has a stable high speed arc which enables it to weld quickly and efficiently down to 26 gauge steels. It operates on any alternating current power line including 110 volt single phase. Current control is simplified to a single adjustment dial at the top of the housing.

It is suited for welding of ferrous and non-ferrous metals in general repair work, or for fabrication of containers of stainless steel, phosphor bronze and aluminum with the metallic arc. The welder requires less than two feet of floor space and is supplied with base for stationary mounting or with wheels or lifting bail for handling around the plant.

SALT BY TRAINLOAD

For the thirteenth time in thirteen years 50 carloads of Worcester salt were shipped from the Worcester Salt Company's Refinery at Silver Springs, N. Y., to Lancaster, Pa., to take care of the needs of Lancaster county. This special shipment of over two million pounds of salt is in addition to more modest shipments made throughout the year. According to Herman Firstin, Philadelphia district manager of the Worcester Salt Co. this trainload of salt is the largest single shipment of salt made in the United States during the past year. It was composed of Worcester iodized salt, Ivory salt and Worcester salt in cartons, bags and barrels.

New Trade Literature

Stokers (NL 223).—Three new booklets on automatic firing with coal. One deals with burners for home use, another shows applications to commercial heating plants and the third covers generation of steam.—Link Belt Co.

Pumping Units (NL 219).—A 4-page folder describing self-priming, direct-connected, motor-driven pumps. Rating tables for various types are included.—Worthington Pump & Machinery Corp.

Pipe Covering (NL 248).—A 6-page booklet giving information on the application of rock cork pipe covering to effect a hermetic seal against infiltration of moisture laden air. Also data on methods of insulating fittings.—Johns-Manville Corp.

Bar Screens (NL 255).—Eight-page, 8½- by 11-in. folder containing description and illustrations of typical arrangements of two types of bar screens. Capacity data and other information of interest included.—Link Bel Co.

Mechanical Lifters (NL 237).—Folder describes and illustrates unusual mechanical handling devices for products for which standard material handling devices are not so well adapted.—Lewis-Shepard Co.

Forged Steel Valves (NL 230).—A new bulletin which illustrates and describes valves for steam pressures ranging up to 1,500 lbs. Tables of specifications, dimensions and service ratings are given.—Hancock Valve Co.

To obtain information on new trade literature mentioned in THE NATIONAL PROVISIONER, write:

Editor THE NATIONAL PROVISIONER:
Please send, without obligation, publications listed below. (Give key number only):

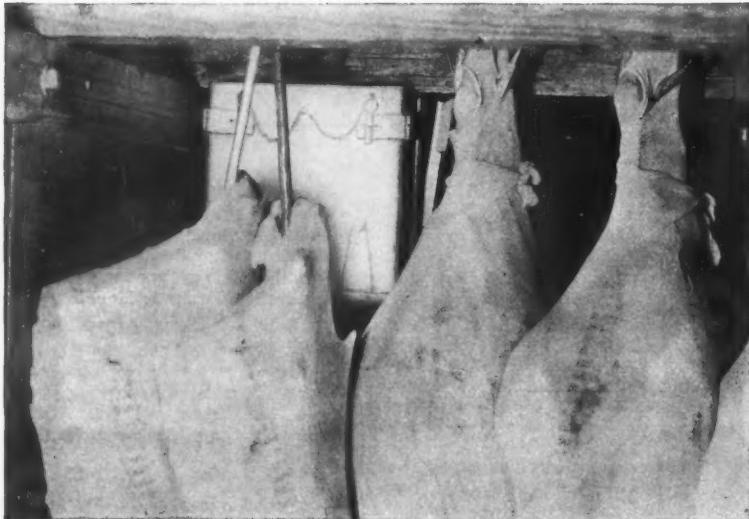
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**"BRIGHT, FIRM,
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Hearty Endorsement**

Packers, faced with ever increasing competition and rising costs, find that "Dry-Ice" saves out of pocket expenditure on every carload movement. New rates will make this saving even greater.

Experts at home and abroad agree that carbon dioxide, which comes from "Dry-Ice," is definitely beneficial to meat products and arrival condition reports on thousands of carloads consistently read "Bright, firm, dry and cold".

All that is necessary is a pair of simple, rugged bunkers—one is visible in the background of the photograph at the left. Less than one foot square, this bunker eliminates one meat rail. The total cost per car of these bunkers permanently installed, is only about fifty dollars.

The average fourth morning arrival shipment requires only 500 lbs. of "Dry-Ice" to carry the carload through from point of origin to destination. Weather conditions, temperature of products when loaded, and required length of carry, naturally are the controlling factors in the amount of "Dry-Ice" used.

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REFRIGERATION ★ and Air Conditioning

MEAT Spoilage

Condensation Can Be Prevented
by Proper Air Conditioning

IN WARM weather moisture will collect on the outside of a glass containing water at a temperature lower than the temperature of the surrounding air. In a like manner a film of moisture will deposit on meat products brought from a cooler into a higher temperature. This condensation always is a source of danger, as it provides an ideal medium for the growth and development of mold and spoilage bacteria.

Moisture from the air deposits on cold surfaces because the cooler the air is the less vapor it can hold. When cold product is brought into warm, humid air a film of air in contact with the product is lowered in temperature and gives up some of the moisture it contains.

The saturation temperature of air is known as the "dew point"—meaning, briefly, the temperature of air at which saturation is obtained for a given weight of water vapor. In other words, dew point is the temperature of air at which any reduction in temperature causes condensation of some of the water vapor. Any weight of water vapor in air must have some temperature at which it will be saturated and at which a lowering of temperature will cause condensation.

Danger Points in Plant

There are three localities in the meat packing plant where condensation of moisture on product is very liable to occur and where, therefore, dew point of the air should be taken into consideration when planning an air conditioning system. In fact, in these locations the principal function of the air conditioning system should be to prevent condensation, a low temperature, as such, not being necessary for product preservation.

These locations are the bacon slicing room, assembly and shipping room and loading dock. Here the important problem in each case is to maintain dew point of air in the rooms below the temperature of product being handled.

In the bacon slicing room and the assembly and shipping cooler particularly, the problem of preventing condensation is complicated somewhat by a consider-

able number of employees at work. These are exhaling air at a temperature of 98 degs. F., and completely saturated with water vapor.

If they are working hard and their respiration is rapid, it is quite conceivable this high-temperature, moisture-laden air will strike cold product, causing condensation of moisture on the meats, regardless of the efficiency of the air conditioning system. Fortunately the difference in temperature between the room air and operators' breath is such that there is a tendency for the exhaled air to rise before striking the product.

Must Be Air Conditioned

Properly air conditioning the bacon slicing and shipping rooms and the loading dock to maintain desired temperature conditions and prevent condensation on products is not a difficult task for the refrigeration or air conditioning engineer. Nor need the equipment be any more complicated than a refrigerating system.

Many packers perhaps do not understand how ideal conditions of temperature and humidity can be obtained in these departments of the meat plant with refrigerating equipment varying little from that in use before air conditioning became the important consideration it is today. The secret is not so much in the method of refrigeration as in adapting conventional methods and equipment to specific conditions. This

means each air conditioning installation must be individually engineered.

While variation in results within certain limits is possible, this does not mean a unit cooler, fans and coils—or any other method of refrigeration installed without regard for conditions existing and to be maintained—will be satisfactory. Air conditioning, therefore, is a problem of engineering—of adapting rather than constructing.

REFRIGERATION NOTES

Southern United Ice Co., McComb, Miss., has started meat curing service in connection with cold storage plant.

A refrigerated locker plant with 3,000 locker capacity is being installed in a 3-story building at Des Moines, Ia. C. F. Alt will be the manager.

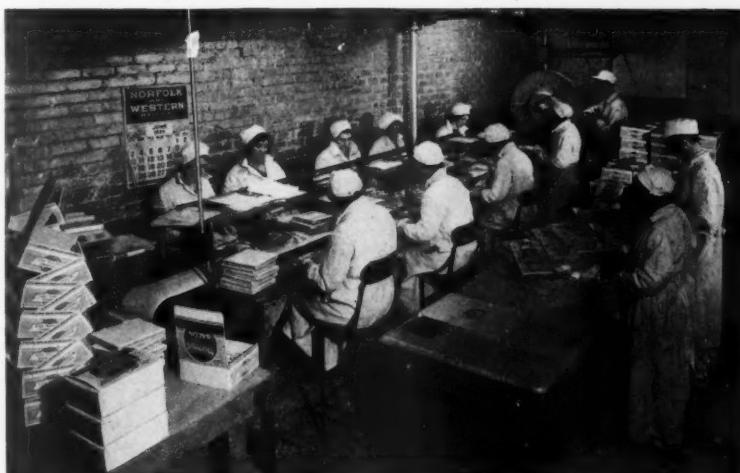
Pioneer Provision Co., Vernon, Cal., recently purchased a new refrigerating machine for its sausage department.

J. B. Fritts of Hughson, Cal., plans to build a modern cold storage locker plant.

A cold storage locker plant has been opened at Coeur d'Alene, Ida., by the Farmer's Union.

Wenatchee Cold Storage Co. has been incorporated at Wenatchee, Wash., by L. B. Fuller, A. L. Morris and Fred Zellweger.

A cold storage plant with 200 lockers has been opened at Fenton, Ia.



BACON SPOILAGE OFTEN STARTS HERE

Moisture on wrapped sliced bacon is the important cause of mold on this product. Maintaining the dew point in the air of the room below the temperature of the bacon is the best safeguard against mold growth.



MAKE YOUR OWN ICE AT HALF THE PRICE

You can make a very decided slash in your monthly ice bill, to say nothing of the advantage of having your ice supply under your own constant control, by the installation of a Vilter.

PAK-ICE

It is a self-contained ice plant which produces ice in either briquette or crystal form at an amazingly low cost. Automatic in operation, it produces ice in twenty minutes, and makes as much or as little as needed, with unit capacities up to 30 tons daily.

Occupies surprisingly small space.
If you are interested in saving money and doing a more efficient job of product icing, investigate Pak-Ice.

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These are the subjects covered in detail in this handsome binder full of the articles by outstanding authorities which have been published in *The National Provisioner* since August, 1935.

WHAT are the nine properties of "air-conditioned" atmosphere? The meat packer must know what he is attempting to achieve if he tackles this subject intelligently.

WHY is air-conditioning better than simple refrigeration as far as the meat packer is concerned? There are ample reasons, and one typical meat packer is effecting savings up to \$15,000 a year because of these reasons.

WHERE should the packer start to install air-conditioning and what departments should come next? There is a best way to modernize your plant, when air-conditioning is installed.

This compilation of reprinted articles answers these and many other questions, and tells how to proceed, as well. It gives experiences of other packers, specific results on tests and installation data. Reprints of articles appearing currently in THE NATIONAL PROVISIONER are furnished to owners of the binder and the series of articles will cover every phase of the subject. At only \$1.25 a copy, this handbook should be on your MUST list.

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407 South Dearborn Street, Chicago, Illinois

COST OF LIVING TRENDS

Food and clothing have shown greater fluctuation in price than other major items in the cost of living, according to an analysis by the National Industrial Conference Board. Sundries constituted the most stable item. Detailed data presented in a study, "Cost of Living in the United States, 1914-1936," just published by the Conference Board, indicate that food was the only one of the major items to fall below the 1914 level during the depression. At the low point in April, 1933, when the total cost of living had fallen 28.4 per cent below the average for 1929, food had dropped 42.6 per cent from its corresponding average. The food index reached its highest level, 149.2 on the basis of 1923 as 100, in June, 1920. A subsequent decline brought the index down to 95.2 in August, 1922. During the next eight years, it fluctuated between 96 and 114. Beginning in October, 1930, there was an almost steady drop until March, 1933, when the index reached the low point of 61.1, which was 5 points, or 7.6 per cent, below the corresponding index for July, 1914.

CHAIN STORE SALES

Cumulative sales of Kroger Grocery and Baking Co. for the ten four-week periods of 1936 reached \$181,144,507, an increase of \$4,737,007 over total sales for the like period of 1935, which amounted to \$176,407,500. This represents an increase of 3 per cent. Sales for four weeks ended October 3, totaled \$17,998,374, compared to \$17,660,120 for the identical period a year ago, representing an increase of 2 per cent.

FROZEN POULTRY IN STORAGE

Storage stocks on hand October 1, 1936, with comparisons:

| | Oct. 1, 1936. | Sept. 1, 1936. | Oct. 1, 1935. |
|---------------|------------------|-------------------|------------------|
| | M lbs. | M lbs. | M lbs. |
| Broilers | 22,590 | 16,413 | 6,900 |
| Fryers | 7,633 | 3,819 | 2,811 |
| Roasters | 6,251 | 3,733 | 4,412 |
| Fowls | 16,289 | 12,698 | 4,960 |
| Turkeys | 5,593 | 7,989 | 6,549 |
| Ducks | 5,462 | 5,010 | 4,388 |
| Miscellaneous | 18,258 | 15,826 | 9,700 |
| Total | 82,076 | 65,488 | 39,720 |

PRODUCE IN COLD STORAGE

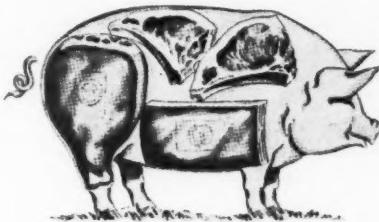
Cold storage holding of butter, cheese, and eggs on October 1, 1936:

| | Oct. 1, 1936. | Sept. 1, 1936. | Oct. 1, 1935. |
|--|------------------|-------------------|------------------|
| | M lbs. | M lbs. | M lbs. |
| Butter, creamery | 108,777 | 112,106 | 148,822 |
| Butter, pickling stock | 1,226 | 1,254 | 250 |
| Cheese, American | 98,588 | 90,471 | 102,011 |
| Cheese, Swiss | 4,570 | 4,304 | 5,268 |
| Cheese, Brick & Munster | 1,442 | 1,304 | 921 |
| Cheese, Limburger | 971 | 991 | 685 |
| Cheese, all other | 9,828 | 10,172 | 5,418 |
| Eggs, shell, cases | 5,817 | 7,006 | 6,353 |
| Eggs, frozen (lbs.) | 96,628 | 108,614 | 98,653 |
| Frozen, case equivalent | 2,761 | 3,103 | 2,819 |
| Total case equivalent both shell & frozen | 8,578 | 10,109 | 9,172 |

HOG IS NOT ALL BACON

Why does bacon sell at 30c when hogs bring only a dime? It's because hogs are not all bacon or not all of the high-priced most-demanded cuts such as pork chops, hams and bacon.

In a folder illustrating a pig composed largely of these popular cuts and entitled "Wanted—A Pig Like This," the Institute of American Meat Packers shows that for every 100 lbs. of live hog there is about 27 lbs. of waste, that some of the products made from the balance of the carcass do not pay their own way, that only 9 lbs. of the 70 lbs. of carcass are pork chops, only about 10 or 12 lbs. are ham and 11 or 12 lbs. bacon, a total of only 30 lbs. of the 70 constituting cuts in greatest demand.



If farmers could produce a hog about 95 per cent of which is made up of hams, loins and bacon, and only 5 per cent of the less-demanded cuts, not only the farmer's but the packer's fortune would be made.

Available to members of the Institute at \$3.20 per thousand copies, f.o.b. Chicago, and a small additional charge for imprinting the name of the packer, the folder will probably find wide distribution in the trade. It is through such publicity that the consumer can be made to understand why the cost of certain meat cuts bears little relationship to the price paid for the live animal.

AMERICAN PLANT IN POLAND

Establishment of a scientific meat packing enterprise in Poland is being considered by a large Chicago meat packer, according to a dispatch through the U. S. Department of Commerce from the assistant trade commissioner at Warsaw. It is believed that there are enough cattle and hogs in Poland to make profitable meat packing possible if American methods were adopted.

Present methods of handling meat and by-products in many Polish plants are antiquated and wasteful. Blood, hoofs and many of the hides are either thrown away or allowed to deteriorate through careless slaughtering and handling. Establishment of an American "style" plant, it is reported, would be very feasible in the "defense" area near Warsaw where the government offers tax freedom for new industries.

Poland has been successful in the past year in shipping large quantities of tinned cured hams and shoulders to the

United States. About 8,840,000 lbs. of such Polish cured meats were imported by this country during the first seven months of 1936, and imports were at substantially the same rate during August and September.

FINANCIAL NOTES

Swift & Company is calling \$2,000,000 of its first mortgage bonds for payment November 15, 1936 at 103. This is in addition to the regular sinking fund redemption of \$1,000,000 each May 15.

Procter & Gamble has declared a quarterly dividend of 37½ cents, payable November 14, to shareholders of record on October 23. Prospects are good for continued business improvement, according to president R. R. Deupree. Shortening sales are increasing and the company believes gains will be held over the next 12 months.

General Foods has declared a quarterly dividend of 45 cents on common stock, payable November 16, to stockholders of record on October 26.

Geo. A. Hormel & Co. has declared quarterly dividends of 25 cents on common stock and \$1.50 on A preferred stock, both payable November 16, to shareholders of record on October 31.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, Oct. 15, 1936, or nearest previous date:

| | Sales. | High. | Low. | — Close — |
|------------------|------------------------|----------|----------|-----------------|
| | Week Ended Oct. 14. | Oct. 14. | Oct. 14. | Oct. Oct. |
| Amal. Leather | 15,200 | 2% | 1% | 2 2% |
| Do. Pfd. | 800 | 58 | 56 | 57 1/4 56 |
| Amer. H. & L. | 3,600 | 5% | 5% | 5% 5% |
| Do. Pfd. | 700 | 36 | 35 | 35% 34 1/2 |
| Amer. Stores | 3,100 | 26% | 26% | 26% 25 1/2 |
| Armour Ill. | 12,400 | 5% | 5 1/2 | 5 1/2 5% |
| Do. Pfd. | 1,000 | 79 1/2 | 79 1/2 | 79 1/2 80 |
| Do. Del. Pfd. | 800 | 107% | 107% | 107% 108 1/4 |
| Beechnut Pack. | 1,000 | 94 1/2 | 94 1/2 | 94 1/2 94 1/2 |
| Bohack, H. C. | 200 | 8% | 8% | 8% 0 |
| Do. Pfd. | ... | ... | ... | ... |
| Chick. Co. Oil. | 8,900 | 20% | 19% | 19% 18 1/2 |
| Childs Co. | 2,200 | 9% | 9% | 9% 9% |
| Cudahy Pack. | 1,100 | 38 1/2 | 37 1/2 | 37 1/2 37 1/2 |
| First Nat. Strs. | 4,700 | 47 1/2 | 46 1/2 | 46 1/2 46 1/2 |
| Gen. Foods. | 13,300 | 40% | 40% | 40% 40 1/2 |
| Gobel Co. | 4,100 | 5 | 4% | 5 5 |
| Gr. A & P | ... | ... | ... | ... |
| Ist Pfd. | 50 | 127 1/2 | 127 | 127 1/2 126 1/2 |
| Do. New. | 250 | 119 1/2 | 118 | 118 117 |
| Hormel, G. A. | ... | ... | ... | ... |
| Hygrade Food. | 3,600 | 4 1/2 | 4% | 4 1/2 3 1/2 |
| Kroger G & B. | 14,100 | 22 1/2 | 21 1/2 | 22% 20 1/4 |
| Libby McNeill. | 3,350 | 8% | 8% | 8% 8% |
| Mickelberry Co. | 3,850 | 4 | 3 1/2 | 3 1/2 3 1/2 |
| M. & H. Pfd. | 900 | 8 | 7 1/2 | 7 1/2 8 1/2 |
| Morrell & Co. | 300 | 45 1/2 | 45 | 45 46 |
| Nat. Leather. | 4,400 | 1% | 1% | 1% 1 1/2 |
| Nat. Tea. | 1,400 | 9 1/2 | 9 1/2 | 9 1/2 9 1/2 |
| Proc. & Gamb. | 11,600 | 49 1/2 | 48% | 49 1/2 47 |
| Do. Pr. Pfd. | 120 | 119 | 119 | 119 118 1/2 |
| Rath Pack. | ... | ... | ... | ... |
| Safeway Strs. | 19,000 | 35% | 34 1/2 | 35% 32 1/2 |
| Do. 6% Pfd. | 90 | 109 1/2 | 108 3/4 | 109 1/4 108 |
| Do. 7% Pfd. | 90 | 111 | 111 | 111 111 |
| Stahl Meyer. | ... | ... | ... | ... |
| Swift & Co. | 10,400 | 22 1/2 | 22 1/2 | 22 1/2 22 |
| Do. Int'l. | 3,100 | 32 | 31 1/2 | 32 30 1/4 |
| Trunz Pork. | ... | ... | ... | ... |
| U. S. Leather. | 7,000 | 5 | 4 1/2 | 4 1/2 4 1/2 |
| Do. A. | 9,300 | 11 1/2 | 11 1/2 | 11 1/2 11 1/2 |
| Do. Pr. Pfd. | 1,300 | 96 | 95 1/2 | 96 95 1/2 |
| Wesson Oil. | 800 | 39 1/2 | 39 1/2 | 39 1/2 40 1/2 |
| Do. Pfd. | 100 | 81 1/2 | 81 1/2 | 81 1/2 81 |
| Wilson & Co. | 6,500 | 8 1/2 | 8 1/2 | 8 1/2 8 1/2 |
| Do. Pfd. | 1,200 | 81 1/2 | 80 1/2 | 80 1/2 80 |

COST OF A CARLOAD

Value of a 25,000 lb. carload of livestock—whether cattle, hogs or lambs—shows a close relationship on the basis of current prices. During a recent week a carload of steers at Chicago was worth \$2,337, of hogs \$2,387 and of lambs \$2,250. Compilations made by the Chicago Daily Drovers' Journal for this year and last follow:

| | Steers. | Hogs. | Lambs. |
|---------------------------|---------|---------|---------|
| Week of Oct. 3, 1936..... | \$2,337 | \$2,387 | \$2,250 |
| 1936 high..... | 2,387 | 2,687 | 2,862 |
| 1936 low..... | 1,925 | 2,325 | 2,187 |
| Year ago..... | 2,600 | 2,575 | 2,187 |
| 1935 high..... | 2,850 | 2,812 | 2,875 |
| 1935 low..... | 2,087 | 1,850 | 1,925 |

In 1935, when the processing tax on hogs was in effect, packers paid an additional \$562 for each full 25,000-lb. carload of porkers.

NAZIS BAN BOARDED PIGS

City dwellers who board out pigs in Germany won't be allowed to convert them into sausage and pork chops without a special permit, according to new regulations issued by Nazi authorities. Far-sighted burghers have been buying pigs and farming them out for fattening in rural districts, to insure having a sufficient supply of pork. So-called meat profiteers have been having a difficult time in Berlin. Count Wolf Heinrich von Helldorf, police president, recently closed up one wholesale meat dealer and put him in jail for unauthorized price increases. Both livestock and meat prices are closely regulated by the government.

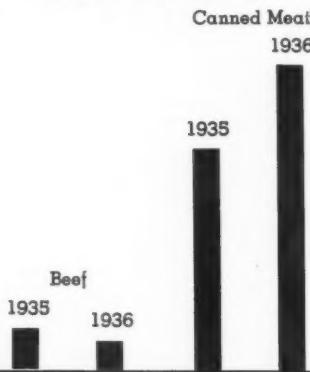
EXPORT NOTES

Norway has increased the internal tax on imported and domestic margarine from .03 crown to .05 crown per 2.2 lbs.

Lard exports to Ecuador increased for the second consecutive month in July, totaling almost 140,000 lbs. against only 14,800 lbs. for the whole of 1935. Prospects for future exportation of lard to Ecuador are favorable, according to the U. S. Department of Commerce.

BEEF AND CANNED MEAT IMPORTS

First 7 mos. 1935 and 1936.



Total imports of fresh and cured beef and veal were somewhat lower in the first 7 months of 1936 than in the like period last year. Imports of canned meats (mostly ham, bacon, sausages, and canned corned beef) during the first 7 months of 1936 totaled 58,035,000 lbs., an increase over abnormally large imports of 43,838,000 lbs. during the corresponding period in 1935.

MEAT AND LARD STOCKS

Stocks of meats and lard on hand in the United States on October 1, 1936, with comparisons, as reported by the U. S. Bureau of Agricultural Economics.

| | Oct. 1, '36 | Sept. 1, '36 | 5-Year Av. |
|-------------------------------------|-------------|--------------|-------------|
| | Ibs. | Ibs. | Oct. 1-lbs. |
| Beef, frozen | 59,870,000 | 43,863,000 | 36,014,000 |
| In cure | 18,543,000 | 15,902,000 | 10,178,000 |
| Cured | 4,591,000 | 4,490,000 | 4,424,000 |
| Pork, frozen | 76,694,000 | 91,883,000 | 93,981,000 |
| D.S. in cure | 31,264,000 | 41,947,000 | 41,300,000 |
| D.S. cured | 34,085,000 | 45,512,000 | 45,434,000 |
| S.P. in cure | 141,263,000 | 160,603,000 | 174,291,000 |
| S.P. cured | 78,345,000 | 80,903,000 | 126,065,000 |
| Lamb and Mutton frozen | 3,334,000 | 2,634,000 | 1,911,000 |
| Frozen & Cured Trimmings, etc. | 75,223,000 | 73,154,000 | 63,161,000 |
| Lard | 101,634,000 | 116,561,000 | 101,083,000 |

Product placed in cure during:

| | Sept. 1936 | Sept. 1935 |
|--------------------------------|-------------|------------|
| Beef frozen | 30,109,000 | 17,360,000 |
| Beef placed in cure | 9,168,000 | 5,318,000 |
| Pork frozen | 29,613,000 | 16,430,000 |
| D.S. pork placed in cure | 23,221,000 | 19,767,000 |
| S.P. pork placed in cure | 103,392,000 | 76,496,000 |
| Lamb & Mutton frozen | 1,455,000 | 718,000 |

NOTE: Meats from "drought-stricken livestock" held for account of Federal Emergency Relief Administration are not included in above figures.

STOCKS IN COLD STORAGE

Stocks of meat and lard on hand in the United States on October 1, 1936, with comparison:

| | Frozen pork. | S. P. pork. | D. S. pork. | Lard. |
|--------------|---------------------|-------------|-------------|---------|
| | Lbs. (000 omitted.) | | | |
| Jan. 1..... | 129,763 | 402,632 | 97,301 | 132,510 |
| Feb. 1..... | 177,292 | 442,438 | 110,674 | 168,756 |
| Mar. 1..... | 184,536 | 485,069 | 113,208 | 177,560 |
| Apr. 1..... | 167,436 | 381,248 | 108,538 | 173,775 |
| May 1..... | 165,772 | 381,633 | 107,919 | 179,441 |
| June 1..... | 166,130 | 376,681 | 98,294 | 182,576 |
| July 1..... | 167,463 | 369,293 | 91,209 | 195,973 |
| Aug. 1..... | 181,254 | 370,695 | 91,617 | 209,497 |
| Sept. 1..... | 151,849 | 326,379 | 63,782 | 167,155 |
| Oct. 1..... | 180,235 | 335,219 | 58,780 | 127,847 |
| Nov. 1..... | 123,677 | 330,378 | 50,682 | 105,519 |
| Dec. 1..... | 158,675 | 360,332 | 52,906 | 103,227 |

1935.

| | Frozen pork. | S. P. pork. | D. S. pork. | Lard. |
|--------------|---------------------|-------------|-------------|---------|
| | Lbs. (000 omitted.) | | | |
| Jan. 1..... | 230,866 | 387,856 | 68,841 | 118,107 |
| Feb. 1..... | 226,487 | 374,600 | 69,769 | 112,111 |
| Mar. 1..... | 220,719 | 376,807 | 73,789 | 110,508 |
| Apr. 1..... | 203,295 | 350,291 | 73,577 | 104,861 |
| May 1..... | 177,837 | 315,779 | 71,285 | 101,224 |
| June 1..... | 147,991 | 290,718 | 66,307 | 91,708 |
| July 1..... | 115,645 | 264,863 | 64,799 | 84,680 |
| Aug. 1..... | 83,119 | 225,560 | 61,231 | 68,435 |
| Sept. 1..... | 65,689 | 205,476 | 54,084 | 53,537 |
| Oct. 1..... | 51,013 | 185,550 | 41,042 | 45,350 |
| Nov. 1..... | 37,693 | 174,329 | 28,641 | 40,702 |
| Dec. 1..... | 36,048 | 186,177 | 30,984 | 37,906 |

1936.

| | Frozen pork. | S. P. pork. | D. S. pork. | Lard. |
|--------------|---------------------|-------------|-------------|---------|
| | Lbs. (000 omitted.) | | | |
| Jan. 1..... | 58,270 | 213,670 | 54,837 | 52,718 |
| Feb. 1..... | 103,153 | 253,225 | 79,664 | 75,668 |
| Mar. 1..... | 101,724 | 267,618 | 82,078 | 78,725 |
| Apr. 1..... | 98,397 | 263,404 | 88,348 | 76,814 |
| May 1..... | 102,031 | 265,204 | 90,167 | 83,615 |
| June 1..... | 96,545 | 258,170 | 85,903 | 89,114 |
| July 1..... | 89,426 | 269,536 | 89,314 | 106,774 |
| Aug. 1..... | 95,941 | 252,345 | 93,675 | 117,026 |
| Sept. 1..... | 91,883 | 241,506 | 87,459 | 110,561 |
| Oct. 1..... | 76,694 | 219,608 | 65,349 | 101,634 |

CHICAGO MID-MONTH STOCKS

Stocks of meat and lard on hand in Chicago, October 14, 1936, with comparisons:

| | Oct. 14, 1936. | Sept. 30, 1936. | Oct. 14, 1935. |
|--------------------------------------|----------------|-----------------|----------------|
| P. S. lard, lbs..... | 57,319,411 | 58,277,788 | 9,850,177 |
| Other kinds of lard, lbs..... | 4,567,922 | 4,423,981 | 4,007,320 |
| D. S. Cl. bellies ¹ | 856,446 | ..... | 757,788 |
| D. S. Cl. bellies ² | 4,601,181 | 7,396,458 | 1,263,105 |
| D. S. Rib bellies ¹ | 26,700 | ..... | 57,000 |
| D. S. Rib bellies ² | 494,657 | 930,003 | 412,782 |
| Ex. Sh. Cl. sides ¹ | 2,122 | ..... | 1,000 |
| Ex. Sh. Cl. sides ² | 2,378 | 4,200 | 1,000 |

¹Made previous to Oct. 1, 1936.

²Made since Oct. 1, 1936.

ESTABLISHMENT 531

Represented in principal distributing centers

HATELY BRAND
PURE LARD and Highest Quality SHORTENING
Packaged in TIERCES, TINS, CARTONS, BAGS
SHIPERS OF STRAIGHT AND MIXED CARS

HATELY BROTHERS COMPANY

Plant
37th and Iron Streets

Since 1873
CHICAGO

General Offices
1738 Board of Trade Bldg.

PROVISIONS AND LARD ★

WEEKLY MARKET REVIEW

GE
and in
1936,

Lard.

132,510
168,756
177,590
173,775
179,441
182,576
195,978
209,497
167,155
127,847
105,519
103,827

Lard.

118,107
112,111
110,508
104,861
101,224
91,708
84,680
68,435
53,537
45,350
40,702
37,906

Lard.

52,718
75,669
78,725
76,814
83,615
89,114
106,774
117,026
110,561
101,634

OCKS
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Oct. 14,
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283,105
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MARKET for hog products the past week displayed a surprisingly steady tone. The lard market moved up under the influence of considerable commission house absorption, again credited in part to Eastern account and covering by shorts, and by a better tone in the grain markets.

Movement of hogs continued on a fairly large scale. Receipts at 11 Western markets including Chicago totaled 322,814 head, the largest so far this season, and considerably above the 171,996 head the same week last year. Receipts of hogs since January 1 have totaled 10,942,900 head, or about 2,000,000 head above the same time a year ago. Under this influence the hog market was somewhat easier, but an offsetting factor was the continued liberal marketings of underweight hogs.

Average weight of hogs received at

Chicago last week was 236 lbs. against 238 lbs. the previous week and 254 lbs. the same week last year. The lighter weights undoubtedly created a better packer demand, and the movement tended to confirm predictions of the Department of Agriculture that the corn-hog ratio being less satisfactory would force considerable marketing of lighter hogs this season than last.

Influence of Light Weight Hogs

The heavier marketings are expected generally to be at the expense of the number of hogs in the country and there is no disposition at this time to discount this factor. Reports continue of strong speculative believers in lard values for the long pull.

Cash lard demand as well as cash meat demand was on a fair scale and is

expected to remain so as employment conditions continue about on the same level with nothing on the horizon at the moment to bring about any serious curtailment. However, there are those who are a little timid over the possibility of some interruption in business as a whole between now and election day.

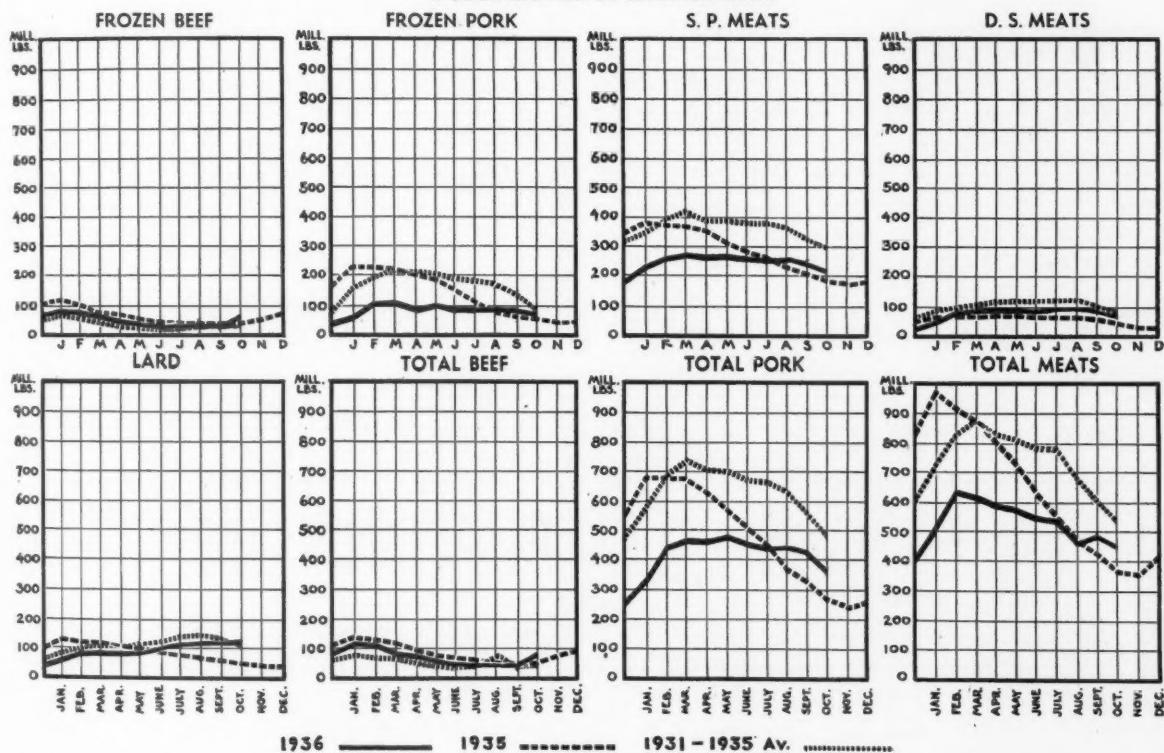
The Department of Agriculture placed the production of lard in August at 64,362,000 lbs. compared with 41,306,000 lbs. in August last year and a five-year-August-average of 88,567,000 lbs.

Stocks Point to Good Demand

Cold storage holdings of lard in the U. S. on October 1 were officially placed at 101,634,000 lbs. against 110,561,000 lbs. on Sept. 1, 45,350,000 lbs. on October 1 last year and five-year-average October 1 holdings of 101,083,000 lbs.

STORAGE STOCKS OF MEAT AND LARD

IN THE UNITED STATES—U. S. GOVERNMENT REPORT



Considerably more pork went into the freezer and into cure during September this year than in the same month a year ago but consumptive demand was sufficient to materially reduce stocks of all pork cuts when compared with the five-year-average on October 1. Pork meats on hand totaled 361,651,000 lbs. on October 1 this year compared with 420,848,000 lbs. on September 1 and the five-year-October 1 average of 481,080,000 lbs. Lard stocks are slightly above the five-year-average on October 1. Stocks of beef in storage on October 1, 1936, totaled 82,804,000 lbs., the largest holdings on that date since 1919, not including meat held for government account in 1934. This compares with 64,225,000 lbs. on hand September 1 and 48,226,000 lbs. a year ago and a five-year-average of 50,616,000 lbs.

Week ending October 17, 1936

Page 195

Legg's
OLD PLANTATION
SEASONINGS

"WORLD'S LARGEST BLENDERS OF FINE
SAUSAGE SEASONINGS." THERE MUST
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|----------------|--------------------|--------------------------|-----------------|
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| Can Forks | Cooling Tanks | Dicers | Supplies |
| Can Openers | Fillers | Meat Mixers | Tables |
| Can Testers | High Pressure | Process Clocks | Tanks |
| Can Tongs | Pumps and | Process Control | Thermometers |
| Canning Scales | Washers | Instruments | Tramrail System |
| Capping Steels | Hoists, Circle and | Retorts, Crates & Trucks | Etc., Etc. |
| Conveyors | Electric | Trucks | |
| | Labellers | Sewage Screens | |

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Sprague-Sells Division

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— hash, potted meats,
sausage, soups, dog
food, food for other
pets, etc.

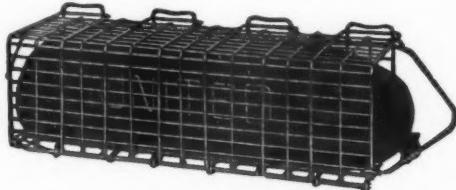
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canning these yourself,
someone else is making
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department of your
own?

All the "wrinkles"
have been taken out
of this feature of a
Packer's activities, and
a canning department
may now be profitably
installed — easily and
quickly.

May we send you,
without obligation, complete
information on equipment necessary to
install your own canning
plant?

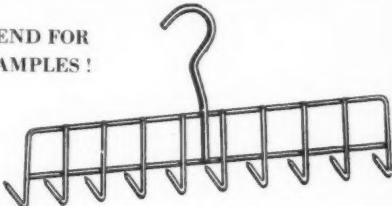
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always ready for immediate shipment!

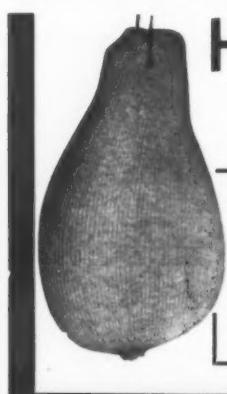


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SAMPLES!



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STOCKINETTE

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Bags and Tubing for
BEEF • PORK • LAMB
MUTTON • VEAL and
ALL MEAT CUTS

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The O'Lena System for reducing the High Cost of Stockinette is producing definite results—results that mean lower stockinette costs, greater operating efficiency, less time and effort expended. O'Lena Quality Stockinette and O'Lena speedy service are important factors that make this possible. Get full particulars—write!

O'LENA KNITTING MILLS, INC. 1882 Flushing Ave.
Brooklyn, N. Y.

Meat stocks in cold storage on October 1 were 523,022,000 lbs. compared with 560,891,000 lbs. the previous month, 376,272,000 lbs. on October 1 last year and a five year Oct. 1 average of 506,768,000 lbs.

Considering that the hog movement during Sept. was large, the decrease in both lard and meat stocks during the month was rather significant from the standpoint of consumer demand.

Lard exports week ended October 3, were officially placed at 1,920,000 lbs. against 296,000 lbs. the same week last year; lard exports January 1 to October 3 this year totaled 83,513,000 lbs. against 79,001,000 lbs. the same time a year ago. The fact that exports were running a little heavier than last year came in for some attention, as owing to the new gold "standard" basis established between the United States, Britain and France, possibilities of more stable currency are expected to ultimately lead to an improved general trade which, if it materializes, would include hog products.

Exports of hams and shoulders during the week were 159,000 lbs. against 435,000 lbs. last year, bacon 107,000 lbs. against 52,000 lbs. and pickled pork 80,000 lbs. against 106,000 lbs.

PORK—Demand was fair and the market steady at New York, with mess quoted at \$23.00 per barrel, family \$33.00 per barrel and fat backs \$22.25 @ \$24.00.

LARD—Demand was fair and the market about steady, with prime Western New York quoted at 11.85@11.90, middle Western 11.75 to 11.85, New York City tierces 11½c, tubes 12c, refined Continent 12½c, Brazil kegs 12½c, South American 12½c, compound in car lots 12c, smaller lots 12½c.

At Chicago regular lard in round lots was quoted at October price, loose lard 50c under October and leaf lard at 57½c under October.

(See page 204 for later markets.)

BEEF—Demand was fair and the market steady at New York, with family quoted at \$18.00 to \$19.00 per barrel.

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended October 10, 1936:

| | Week Oct. 10. | Prev. week. | Same week '35. |
|---------------------|------------------|----------------|-------------------|
| Cured meats, lbs... | 17,273,000 | 16,762,000 | 12,826,000 |
| Fresh meats, lbs... | 51,075,000 | 47,830,000 | 36,004,000 |
| Lard, lbs..... | 2,388,000 | 2,616,000 | 1,559,000 |

MEAT AND LARD EXPORTS

Exports of bacon and lard through port of New York during week ended October 16, 1936, totaled 93,850 lbs. of lard, and 29,000 lbs. of bacon. There was no tallow exported this week.

Hog Cut-Out Results

Both hogs and product were lower during the current week, warm weather reflecting unfavorably on fresh pork consumption and the large number of light unfinished hogs and pigs depressing the live market. Larger receipts also were a bearish factor, although general movement of pork meats into consumptive channels appeared on a satisfactory basis as indicated by stocks of meat in cure and in the freezer on October 1.

Receipts of hogs averaging above 220 lbs. were limited at Chicago and the supply of strictly heavy butchers was hardly heavy enough to establish quotations. Bulk of the new crop hogs averaged under 200 lbs. and graded medium, good and low choice. Supplies were large for local needs.

This is a period when kind and quality of hogs should be carefully watched by each packer in figuring his cut-out results, classifying closely on an average basis and checking yields frequently. Tests shown on this page are for three averages only, but packers should run tests on their sows of different weights, on a close weight range of their regular butcher hogs and check particularly yields on the lighter weights. Light hogs of a given weight may be well finished, chuffy butchers or they may be large, rangy, unfinished hogs which will yield cuts below standard in both grade and weight.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

| Per cent live wt. | Price per lb. | Value per cwt. alive | Per cent live wt. | Price per lb. | Value per cwt. alive. | Per cent live wt. | Price per lb. | Value per cwt. alive. |
|-----------------------------|---------------------|----------------------------|-------------------------|---------------------|-----------------------------|-------------------------|---------------------|-----------------------------|
| <u>180-220 lbs.</u> | | | <u>220-260 lbs.</u> | | | <u>260-300 lbs.</u> | | |
| Regular hams..... | 14.00 | \$ 2.58 | 13.70 | 18.6 | \$ 2.55 | 13.30 | 18.4 | \$ 2.45 |
| Picnics | 5.60 | .72 | 5.30 | 13.7 | .73 | 5.00 | 11.8 | .59 |
| Boston butts | 4.00 | .74 | 4.00 | 18.5 | .74 | 4.00 | 18.5 | .74 |
| Loins (blade in)..... | 9.80 | 20.1 | 9.50 | 19.0 | 1.81 | 9.00 | 18.0 | 1.62 |
| Bellies, S. P..... | 11.00 | 17.7 | 8.70 | 17.7 | 1.54 | 3.50 | 17.3 | .61 |
| Bellies, D. S..... | ..... | .... | 3.00 | 14.3 | .43 | 9.00 | 13.9 | 1.25 |
| Fat backs | 2.00 | .17 | 4.00 | 9.1 | .36 | 5.00 | 10.0 | .50 |
| Plates and jowls..... | 2.50 | .24 | 2.50 | 9.7 | .24 | 3.00 | 9.7 | .29 |
| Raw leaf | 2.00 | .22 | 2.10 | 10.8 | .23 | 2.00 | 10.8 | .22 |
| P. S. lard, rend, wt..... | 11.60 | 11.1 | 1.29 | 10.90 | 11.1 | 1.21 | 11.00 | 11.1 |
| Spareribs | 1.50 | .20 | 1.50 | 13.5 | .20 | 1.50 | 13.5 | .20 |
| Trimming..... | 3.00 | .41 | 2.80 | 13.8 | .39 | 2.70 | 13.8 | .37 |
| Feet, tails, neckbones..... | 2.00 | .08 | 2.00 | .... | .08 | 2.00 | .... | .08 |
| Offal and misc..... | ..... | .41 | .... | .... | .41 | .... | .... | .41 |
| TOTAL YIELD AND VALUE..... | 69.00 | \$10.98 | 70.00 | \$10.92 | 71.00 | | | \$10.55 |
| Cost of hogs per cwt..... | | \$10.11 | | \$10.25 | | | \$10.18 | |
| Condemnation loss | | .05 | | .05 | | | .05 | |
| Handling & overhead..... | | .57 | | .52 | | | .48 | |
| TOTAL COST PER CWT ALIVE.. | \$10.73 | | \$10.82 | | | | \$10.71 | |
| TOTAL VALUE | 10.98 | | 10.92 | | | | 10.55 | |
| Loss per cwt..... | | | | | | | .16 | |
| Loss per hog..... | | | | | | | .45 | |
| Profit per cwt..... | .25 | | .10 | | | | | |
| Profit per hog..... | .50 | | .24 | | | | | |

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Sausage Meat Loaves

Made with FORBES Seasoning will taste better, and SELL better because of finer flavor and higher quality.

And don't forget that if you prefer to mix your own seasonings, FORBES Spices will insure finer results and better sausage!

...THIS NAME IS YOUR
GUARANTEE
OF QUALITY
IN SPICES!

Only the finest of raw spices are selected for processing by FORBES. The raw spices are ground, refined and blended by the latest and most improved methods. The seasonings that result are finer in flavor, higher in quality, greater in seasoning power. They have been famous for quality for 83 years! WRITE FOR SAMPLES!



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Stronger in 24 hours than ordinary cement in 28 days. Waterproof, acid resisting, unaffected by freezing temperatures. The only patching material guaranteed to stand up on cooling room floors. Recommended by the biggest plants in the industry. Write for bulletin.

THE MIDLAND PAINT & VARNISH CO.
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CLEVE-O-CEMENT

AUCTION! AUCTION! RECEIVER'S SALE

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at 2 P. M.
AT THE PREMISES
49-51 Plane St.
Newark, N. J.

We will sell at PUBLIC AUCTION the following:

Modern Brick and Concrete Buildings; over 25,000 Sq. Feet of Space; Two Street Frontages; Two Unit Refrigerating System; Two Large Coolers; Oil Burner; Office Space; Smoke House Facilities; Heavy-Duty Elevator; Overhead Track Conveyor System; Loading Platform; Connecting Garage Ample for Thirty Trucks.

Former Warehouse and Office of Large Retail Meat Store Chain. Attractive Location.

Premises open for public inspection from October 26, 1936, to date of sale or by appointment.

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MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



THE
LIVE STOCK
NATIONAL
BANK OF CHICAGO

"THE BANK AT THE YARDS"

PORK PRODUCTS EXPORTS

| | Week ended Oct. 10, 1936. | Week ended Oct. 12, 1935. | Nov. 1, 1935 to Oct. 10, 1936. |
|---------------------|---------------------------|---------------------------|--------------------------------|
| United Kingdom..... | 25 | 209 | |
| Continent..... | ..... | 877 | |
| West Indies..... | ..... | 160 | |
| Total..... | 25 | 1,246 | |

| PORK. | | bbis. | bbis. |
|---------------------|--|-------|-------|
| To | | | |
| United Kingdom..... | | 25 | 209 |
| Continent..... |  | ..... | 877 |
| West Indies..... |  | ..... | 160 |
| Total..... | | 25 | 1,246 |

| BACON AND HAM. | | M lbs. | M lbs. |
|----------------------|-------|--------|--------|
| | | M lbs. | M lbs. |
| United Kingdom..... | 592 | 1,017 | 75,444 |
| Continent..... | 1 | 165 | 11.85 |
| West Indies..... | 1 | 190 | 11.92½ |
| Other Countries..... | ..... | 5 | 12.00n |
| Total..... | 592 | 1,010 | 75,804 |

| LARD. | | M lbs. | M lbs. |
|----------------------------|-------|--------|--------|
| | | M lbs. | M lbs. |
| United Kingdom..... | 1,213 | 650 | 82,618 |
| Continent..... | 185 | 1 | 7,724 |
| Sth. and Ctl. America..... | ..... | 1,117 | 12.27½ |
| West Indies..... | 4 | 2,767 | 12.17½ |
| Other Countries..... | ..... | 3 | 12.17½ |
| Total..... | 1,398 | 655 | 94,229 |

| TOTAL EXPORTS BY PORTS. | | | |
|-------------------------|----------------|--------|--------|
| From | Bacon and Ham. | Lard. | |
| Pork, bbls. | M lbs. | M lbs. | |
| New York..... | 130 | 165 | 11.85 |
| Boston..... | ..... | 62 | 11.82½ |
| Montreal..... | 462 | 1,170 | 11.85n |
| Total Week..... | 592 | 1,398 | 11.85n |
| Previous Week..... | 745 | 1,855 | 12.27½ |
| 2 weeks ago..... | 410 | 2,019 | 12.17½ |
| Cor. week 1935..... | 25 | 1,018 | 12.17½ |

| SUMMARY NOV. 1, 1935, to OCT. 10, 1936. | | | |
|---|--------|-----------|--------------|
| 1935 to 1934 to 1936. | 1935. | Increase. | Decrease. |
| Pork, M lbs..... | 249 | 368 | 119 |
| Bacon and Hams, M lbs..... | 75,504 | 102,594 | 26,789 |
| Lard, M lbs..... | 94,228 | 95,249 | 1,021 |

MEAT IMPORTS AT NEW YORK

For week ended October 9, 1936:

| Point of origin. | Commodity. | Amount Lbs. |
|--|------------|-------------|
| Argentina—Cooked hams (tins)..... | 7,828 | |
| —Bacon..... | 1,289 | |
| —Canned corned beef..... | 18,000 | |
| —D. S. bellies..... | 63,603 | |
| —S. P. hams..... | 64,606 | |
| Canada—Bacon..... | 5,413 | |
| —Sausage..... | 345 | |
| —Fresh pork cuts..... | 23,956 | |
| —Smoked pork shoulders..... | 408 | |
| —S. P. hams..... | 900 | |
| —Fresh beef..... | 4,228 | |
| Czechoslovakia—Cooked hams (tins)..... | 621 | |
| Denmark—Smoked sausages..... | 3,450 | |
| —Bacon..... | 356 | |
| —Cooked ham (tins)..... | 3,063 | |
| England—Meat pastes..... | 930 | |
| —Bacon..... | 2,416 | |
| Estonia—Cooked hams..... | 11,617 | |
| Holland—Sausage..... | 1,109 | |
| —Ham..... | 653 | |
| Hungary—Beef goulash..... | 263 | |
| —Smoked beef..... | 263 | |
| Irish Free State—Bacon..... | 10,976 | |
| Lithuania—Hams (cooked)..... | 2,710 | |
| Poland—Smoked pork..... | 8,083 | |
| —Bacon..... | 2,428 | |
| —Cooked hams..... | 8,222 | |
| —D. S. pork bellies..... | 27,522 | |
| —Luncheon meat (tins)..... | 42,838 | |
| Sweden—Cooked ham..... | 158 | |
| Switzerland—Bouillon cubes..... | 13,904 | |
| —Soup tablets..... | 5,150 | |
| Uruguay—Corned beef..... | 540 | |

EXPORT NOTES

Reciprocal trade agreement between the United States and Finland, under which the Finnish duty on lard is lowered, becomes effective for a period of three years beginning November 2. The reduction in the lard duty from about 6 cents to 4 cents per lb. applies to annual imports of up to 2,205,000 lbs. of United States lard. Exports of lard to Finland amounted to only 25,000 lbs. in 1935 but totaled 7,200,000 lbs. in 1929.

CHICAGO PROVISION MARKETS

Reported by The National Provisioner Daily Market Service

FUTURE PRICES

SATURDAY, OCTOBER 10, 1936.

| Open. | High. | Low. | Close. |
|-----------|--------|--------|---------|
| Oct. | 11.75 | 11.75 | 11.70 |
| Dec. | 11.82½ | 11.85 | 11.75n |
| Jan. | 11.92½ | 11.92½ | 11.80 |
| Mar. .... | ..... | ..... | 12.00n |
| May | 12.25 | 12.27½ | 12.17½ |
| July .... | ..... | ..... | 12.30ax |

CLEAR BELLIES—

MONDAY, OCTOBER 12, 1936.

| Dec. | ..... | ..... | 14.17½n |
|-----------|-------|--------|---------|
| Jan. .... | ..... | 14.25n | 16.18 |

Holiday. No market.

TUESDAY, OCTOBER 13, 1936.

| LARD— | ..... | ..... | ..... |
|-----------|-----------|--------|----------|
| Oct. | 11.80 | 11.85 | 11.60ax |
| Dec. | 11.75 | 11.82½ | 11.60b |
| Jan. | 11.82½ | 11.85 | 11.67½ax |
| Mar. .... | ..... | ..... | 11.85n |
| May | 12.20-22½ | 12.27½ | 12.05 |
| July | 12.40 | 12.40 | 12.20 |

| CLEAR BELLIES— | Dec. | ..... | ..... | 14.17½n |
|----------------|-------|-------|-------|---------|
| Jan. | 14.50 | ..... | ..... | 14.50ax |

WEDNESDAY, OCTOBER 14, 1936.

| LARD— | ..... | ..... | ..... |
|-----------|--------|--------|--------|
| Oct. | 11.52½ | 11.57½ | 11.52½ |
| Dec. | 11.57½ | 11.62½ | 11.55 |
| Jan. | 11.62½ | 11.70 | 11.60 |
| Mar. | 11.60 | 11.60 | 11.60b |
| May | 11.86 | 11.92½ | 11.82½ |
| July | 12.02½ | 12.12½ | 12.00 |

THURSDAY, OCTOBER 15, 1936.

| LARD— | ..... | ..... | ..... |
|-----------|--------|--------|--------|
| Oct. | 11.57½ | 11.60 | 11.55 |
| Dec. | 11.57½ | 11.67½ | 11.57½ |
| Jan. | 11.67½ | 11.75 | 11.67½ |
| Mar. | 11.87½ | 11.90 | 11.87½ |
| May | 12.07½ | 12.15 | 12.05 |
| July | 12.20 | 12.25 | 12.17½ |

FRIDAY, OCTOBER 16, 1936.

| LARD— | ..... | ..... | ..... |
|-----------|--------|--------|---------|
| Oct. .... | ..... | 11.57½ | 11.57½ |
| Dec. | 11.65 | 11.57½ | 11.65ax |
| Jan. | 11.72½ | 11.75 | 11.75ax |
| Mar. | 11.87½ | 11.92½ | 11.87½ |
| May | 12.12½ | 12.12½ | 12.07½ |
| July | 12.25 | 12.32½ | 12.25 |

CLEAR BELLIES—

| Dec. | ..... | ..... | 14.35n |
|-----------|-------|---------|--------|
| Jan. .... | ..... | 14.52½b | 14.50b |

Key: ax, asked; b, bid; n, nominal; —, split.

Quantity. Value.

| Fresh, chilled or frozen: | Beef | 254,326 | \$25,300 |
|---------------------------|------------|-------------|----------|
| Pork | 1,130,504 | 136,107 | |
| Other | 30,940 | 6,950 | |
| Canned meats | 8,945,188 | 840,243 | |
| Beef and veal, cured | 87,426 | 8,647 | |
| Hams, shoulders, bacon | 2,217,944 | 612,460 | |
| Pork, pickled or salted | 229,178 | 58,691 | |
| Gelatine, edible | 286,646 | 123,171 | |
| Beef and mutton tallow | 23,879,455 | 1,177,648 | |
| Poultry | 7,391 | 4,608 | |
| Total | 37,068,998 | \$2,993,825 | |

LARD.

Prime Steam, cash.....

Prime Steam, loose.....

Refined, boxed, N. Y.—Export.....

Neutral, in tierces.....

Raw Leaf.....

11.65n

11.10

unquoted

12.75n

11.00n

11.65

11.10

11.75

11.00

11.65

11.10

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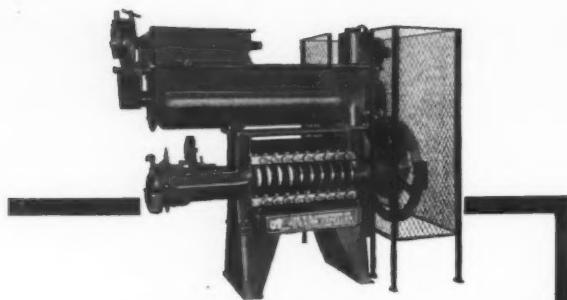
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11.65

11.10



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The low investment in this Anderson Red Lion Expeller means lower interest charges with resultant economies. But low capital outlay is only one saving. Less labor and skill are required to operate an Expeller than other types of pressing equipment. In addition, the Red Lion can be operated at a profit even when run only a few hours daily.

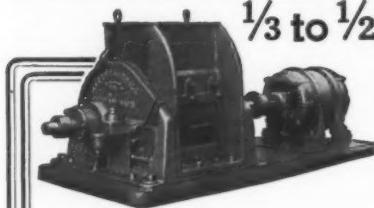
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PACKER SUES POWER CO.

Charging that a power company failed to supply sufficient electric energy to prevent overheating of motors, Hagan & Cushing Co. has filed suit against the utility, asking \$250,000 damages for a recent fire in its Moscow, Ida. meat plant. The packing firm charges that the fire resulted from overheated electrical equipment as a result of an insufficient supply of energy. A fire insurance company is also a plaintiff in the case, seeking to recover claims which it has paid to the packer. The packing company claims \$125,000 loss in plant and equipment, \$75,000 loss in business and \$25,000 for inventory and other losses.

**COOKING TIME REDUCED
1/3 to 1/2 By Grinding
in the
M & M HOG**



Sizes and types to meet every requirement. Write for Bulletins.

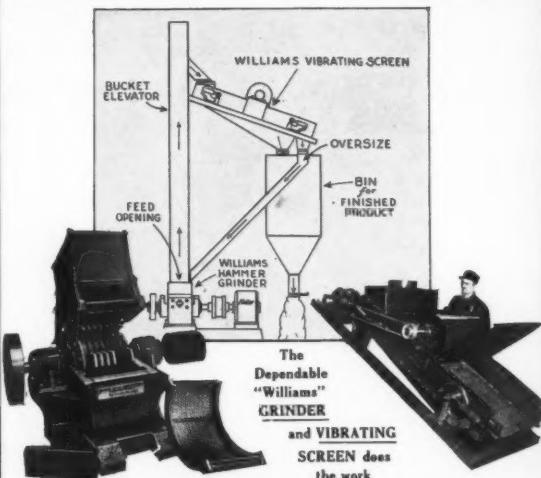
MITTS & MERRILL
Builders of Machinery Since 1854
1001-51 S. Water St., Saginaw, Mich.

Estimated yield and production of by-products from slaughter under federal inspection, August, 1936, with comparisons:

| | Average wt. per animal. | | Per cent of live weight. | | Production | | Per cent Aug. 1936 is of ave. | | | |
|----------------------------------|----------------------------|-------|-----------------------------|-------|------------|--------|-------------------------------------|--------|--------|--------|
| | Lbs. | Pct. | Lbs. | Pct. | M lbs. | M lbs. | | | | |
| Edible beef fat ¹ | 31.22 | 30.15 | 3,39 | 3.24 | 913 | 26,398 | 24,544 | 30,391 | 115.13 | |
| Edible beef offal | 35.83 | 34.71 | 3,89 | 3.78 | 373 | 1,008 | 24,455 | 30,885 | 34,987 | 143.08 |
| Cattle hides | 61.78 | 59.27 | 6.72 | 6.45 | 647 | 840 | 48,641 | 52,207 | 60,182 | 123.62 |
| Edible calf fat ¹ | 4.42 | 1.31 | 0.74 | 0.66 | 359 | 9,064 | 3,027 | 3,028 | 3,028 | 112.58 |
| Edible calf offal | 7.41 | 7.54 | 2.37 | 2.37 | 821 | 704 | 88,567 | 41,306 | 64,362 | 126.35 |
| Lard ² | 27.95 | 28.05 | 12.04 | 11.89 | 496 | 525 | 3,077 | 3,025 | 4,070 | 72.67 |
| Edible hog offal | 8.44 | 8.76 | 3.64 | 3.63 | 248 | 136 | 19,139 | 14,377 | 19,679 | 102.82 |
| Pork trimmings | 16.84 | 18.74 | 7.26 | 7.77 | 406 | 525 | 43,106 | 31,212 | 42,069 | 97.66 |
| Inedible hog grease ¹ | 2.51 | 2.61 | 1.08 | 1.08 | 73,914 | 7,880 | 4,519 | 5,883 | 74.66 | |
| Sheep edible fat ¹ | 1.67 | 1.49 | 1.98 | 1.86 | 28,564 | 2,340 | 2,393 | 2,072 | 88.55 | |
| Sheep edible offal | 2.30 | 2.26 | 2.71 | 2.83 | 39,314 | 3,185 | 3,755 | 3,142 | 98.65 | |

¹ Unrendered. ² Rendered.

**NOW — Ground By-Products
with no oversize Bone Particles**



By first grinding material then taking out the "fines" with the positive drive Vibrating Screen and the oversize returned for regrinding —only material of proper fineness passes into the finished product bin.

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PACKINGHOUSE BY-PRODUCT YIELDS

Estimated yield and production of by-products from slaughter under federal inspection, August, 1936, with comparisons:

| | Average wt. per animal. | | Per cent of live weight. | | Production | | Per cent Aug. 1936 is of ave. | | | |
|----------------------------------|----------------------------|-------|-----------------------------|-------|------------|--------|-------------------------------------|--------|--------|--------|
| | Lbs. | Pct. | Lbs. | Pct. | M lbs. | M lbs. | | | | |
| Edible beef fat ¹ | 31.22 | 30.15 | 3,39 | 3.24 | 913 | 26,398 | 24,544 | 30,391 | 115.13 | |
| Edible beef offal | 35.83 | 34.71 | 3,89 | 3.78 | 373 | 1,008 | 24,455 | 30,885 | 34,987 | 143.08 |
| Cattle hides | 61.78 | 59.27 | 6.72 | 6.45 | 647 | 840 | 48,641 | 52,207 | 60,182 | 123.62 |
| Edible calf fat ¹ | 4.42 | 1.31 | 0.74 | 0.66 | 359 | 9,064 | 3,027 | 3,028 | 3,028 | 112.58 |
| Edible calf offal | 7.41 | 7.54 | 2.37 | 2.37 | 821 | 704 | 88,567 | 41,306 | 64,362 | 126.35 |
| Lard ² | 27.95 | 28.05 | 12.04 | 11.89 | 496 | 525 | 3,077 | 3,025 | 4,070 | 72.67 |
| Edible hog offal | 8.44 | 8.76 | 3.64 | 3.63 | 248 | 136 | 19,139 | 14,377 | 19,679 | 102.82 |
| Pork trimmings | 16.84 | 18.74 | 7.26 | 7.77 | 406 | 525 | 43,106 | 31,212 | 42,069 | 97.66 |
| Inedible hog grease ¹ | 2.51 | 2.61 | 1.08 | 1.08 | 73,914 | 7,880 | 4,519 | 5,883 | 74.66 | |
| Sheep edible fat ¹ | 1.67 | 1.49 | 1.98 | 1.86 | 28,564 | 2,340 | 2,393 | 2,072 | 88.55 | |
| Sheep edible offal | 2.30 | 2.26 | 2.71 | 2.83 | 39,314 | 3,185 | 3,755 | 3,142 | 98.65 | |

STEDMAN 2-STAGE GRINDERS
For CRACKLINGS, BONES, DRIED BLOOD
TANKAGE AND OTHER BY-PRODUCTS

Grind cracklings, tankage, bones, etc., to desired fineness in one operation. Cut grinding costs, insure more uniform grinding, reduce power consumption and maintenance expense. Nine sizes—5 to 100 H.P.—capacities 500 to 20,000 lbs. hourly. Write for catalog No. 302.



TALLOWS AND GREASES ★

WEEKLY MARKET REVIEW

TALLOW—A larger turnover and lower range featured tallow at New York the past week, with some 1,000,000 to 1,500,000 lbs. estimated to have changed hands. This followed a large business the previous week. The trend however, continued downward, extra selling at 6½c f.o.b., a loss of ¼c compared with a week ago.

Outside tallow was the first to display further weakness this week, but producers at New York were quick to follow. As a result the undertone continued barely steady at the new low levels. It was intimated that further quantities could be bought at the last sales prices, and that the larger soapers experiencing a less active soap business were inclined to back away at the moment. To no little extent the market was also adversely affected by the heavy marketings of cattle over the holiday week end.

At New York, special was quoted at 6%@6½c, extra 6%c f.o.b., and edible 8c.

On the New York Produce Exchange tallow futures were moderately active and easier, losing 30 points or so on the week, on a volume of 300,000 lbs. with the total turnover since January 1, 22,320,000 lbs. December ranged from 6.97 to 6.75 and January from 6.99 to 6.83 during the week.

At Chicago, the market on tallow was somewhat more active with offerings moderate but buyers' ideas were below the recent trading limits. Edible was quoted at 8%c, fancy 7½c, prime packer 7@7½c, special 6¾c and No. 1 at 6½c.

There was no London tallow auction this week.

At Liverpool, Argentine frigorifico tallow, October shipment, was quoted at 24s 3d, unchanged on the week, while Australian good mixed at Liverpool was also unchanged from a week ago at 24s 3d.

STEARINE—The last business in stearine at New York was at 9½c for oleo, a decline of ¼c, but the market was unsteady at that level, and was quoted at anywhere from 9@9½c. At Chicago, the market was off ¼ to ½c on the week with demand less active and oleo quoted at 10@10½c.

OLEO OIL—A quiet demand and an easier trend featured this market at New York with last business in extra reported at 10½c but with extra later quoted at 9%@11c, prime 9%@10½c and lower grades 9@10c. At Chicago, the market was quiet and barely steady but quatably unchanged with extra at 11c.

(See page 204 for later markets.)

LARD OIL—The market was rather inactive at New York and although barely steady in tone was quatably with-

out change, with No. 1 at 9½c, No. 2 at 9¾c; extra 10½c, extra No. 1 at 9¾c, prime edible 14½c, inedible 12c and extra winter strained 11c.

NEATSFOOT OIL—The market was inactive and barely steady at New York with cold test quoted at 16c, extra 10c, extra No. 1 at 9¾c, pure 11½c and special 11c.

GREASES—A less active demand from consumers and a lower trend in tallow brought about further weakness in the grease markets at New York, with prices off ½ to 1c on the week. Yellow and house were reported at the 6c level. The decline was not surprising since offerings have been pressing for several days and meeting with limited takings. There was a little more activity on this decline, but soapers were reported experiencing a quieter trade and were said to be in a comfortably bought up position as far as raw materials for the immediate future were concerned.

At New York, choice white was quoted at 7%@8c, A white 6¾c nominal, B white 6¾c nominal and yellow and house 6c.

At Chicago, further trading in choice white grease was reported on a basis of 7½c loose, f.o.b. Chicago for immediate shipment. There was scattered inquiry in the market for yellow greases but the trend generally was lower. Choice white was quoted at 7%c, A white 7½c, B white 6¾@7c, yellow 6¾@6½c and brown 6c.

BY-PRODUCTS MARKETS

Chicago, October 15, 1936.

Blood.

Unground domestic blood nominally \$3.50@3.65 per unit at Chicago and river points.

| | |
|----------|-------------|
| Unit. | |
| Unground | \$3.50@3.65 |

Digester Feed Tankage Materials.

Market quiet and prices nominal.

| | |
|-----------------------------|-------------------|
| Unground, 10 to 12% ammonia | \$3.50@3.75 & 10c |
| Unground, 8 to 10% | 3.75@3.90 & 10c |
| Liquid stick | 2.25 |

Packinghouse Feeds.

Fair demand for packinghouse feeds.

| | |
|---|-----------|
| Carlots, Per ton. | |
| Digester tankage meat meal, 60%..... | \$6.55.00 |
| Meat and bone scraps, 50%..... | 6.50.00 |
| Steam bone meal, 65%, special feeding, per ton..... | 6.27.50 |
| Raw bone meal for feeding..... | 6.35.00 |

Dry Rendered Tankage.

Trade in cracklings slow, inquiries limited and few offerings. South American high test 80c, low test 87½, c.i.f. usual ports.

| | |
|---|--------------|
| Hard pressed and exp. unground per unit protein | \$.75 @ .80 |
| Soft prsd. pork, ac. grease & quality, ton | @55.00 |
| Soft prsd. beef, ac. grease & quality, ton | @45.00 |

Fertilizer Materials.

Market nominally \$3.50 & 10c, f.o.b. Chicago, in bulk. Production well sold up for next few months.

| | |
|--|-----------------|
| High grd. tankage, ground, 10@ 12% am. | \$ @ 3.50 & 10c |
| Bone tankage, ungrd., low gr., per ton | @18.00 |
| Hoof meal | @ 2.75 |

Gelatine and Glue Stocks.

Market for gelatine and glue stocks active and demand good.

| | |
|--|-----------|
| Calf trimmings | \$ @28.00 |
| Pickled sheep trimmings | @20.00 |
| Sinews, pizzles | @20.00 |
| Cattle jaws, skulls and knuckles | @26.50 |
| Hide trimmings | @17.00 |
| Pig skin scraps and trim, per lb..... | 5½c @ 5%e |

Animal Hair.

Contracts open for both coil dried and processed winter hog hair. Summer hair also in demand.

| | |
|--------------------------------------|---------|
| Coil and field dried hog hair | 2 @4c |
| Processed, black winter, per lb..... | .6 @8c |
| Processed, summer | @4c |
| Cattle switches, each* | 1½ @1½c |

*According to count.

Horns, Bones and Hoofs.

Junk bones in demand for prompt and forward shipment. Cattle hoofs nominal.

| | |
|---------------------------------|----------------|
| Per ton. | |
| Horns, according to grade | \$45.00 @75.00 |
| Cattle hoofs | @30.00 |
| Junk bones | 17.50 @18.00 |

(Note—foregoing prices are for mixed carloads of unassorted materials indicated above.)

Bone Meals (Fertilizer Grades).

Market quiet, prices nominal.

| | |
|-----------------------------|----------------|
| Per ton. | |
| Steam, ground, 3 & 50 | \$17.50 @18.00 |
| Steam, ground, 2 & 27 | @17.75 |

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, October 14, 1936.

Dried blood is offered at \$3.90 per unit ammonia, f.o.b., New York, and possibly on firm bid could be bought for less. South American is offered at \$3.40 per unit, c.i.f., Atlantic Coast ports, and has a tendency to strengthen in price.

Both ground and unground tankage, fertilizer grades, have sold at \$3.50 and 10c and under, f.o.b., New York, with feeding tankage selling up to \$3.75 and 10c, f.o.b., New York. While prices are lower stocks are very light.

Japanese sardine meal is now offered

for November — December — January shipment, No. 1 grade, at \$40.00 per net ton, c.i.f., North Atlantic Coast ports, and trading is being done on a limited scale.

Dry rendered tankage is a little lower in price and the demand is fair.

TALLOW FUTURE TRADING

Tallow transactions at New York:

| | High. | Low. | Close. |
|------|-------|------|-----------|
| Oct. | | | 6.00@7.00 |
| Nov. | | | 6.85 |
| Dec. | | | 6.80@6.95 |
| Jan. | 6.90 | 6.90 | 6.99 |

| | High. | Low. | Close. |
|------|-------|------|-----------|
| Oct. | | | 6.00@6.95 |
| Nov. | | | *6.75 |
| Dec. | 6.85 | 6.85 | 6.85 |
| Jan. | 6.95 | 6.95 | 6.93@7.00 |

| | High. | Low. | Close. |
|------|-------|------|-----------|
| Oct. | | | 6.11@6.75 |
| Nov. | | | *6.70 |
| Dec. | 6.75 | 6.75 | 6.67@6.80 |
| Jan. | 6.90 | 6.90 | 6.81@6.85 |

| | High. | Low. | Close. |
|------|-------|------|-----------|
| Oct. | | | 6.55@6.65 |
| Nov. | | | 6.60 |
| Dec. | | | 6.60@6.75 |
| Jan. | | | 6.75@6.85 |
| Feb. | | | 6.88 |
| Mar. | | | 6.90@7.05 |

| | High. | Low. | Close. |
|------|-------|------|-----------|
| Oct. | 6.60 | 6.60 | 6.50@6.75 |
| Nov. | | | *6.60 |
| Dec. | 6.70 | 6.70 | 6.60@6.80 |
| Jan. | | | 6.80@6.95 |

| | High. | Low. | Close. |
|------|-------|------|-----------|
| Oct. | | | 6.50@6.70 |
| Nov. | | | 6.55 |
| Dec. | | | 6.55@6.70 |
| Jan. | | | 6.65@6.75 |
| Feb. | | | 6.75 |
| Mar. | | | 6.88@6.95 |

*Nominal.

FAT MARKETS IN FRANCE

(Special Report to The National Provisioner from Emmanuel Welfing & A. Bloch, 12 Rue Lamartine, Paris.)

Paris, September 30, 1936.

LARD.—Firmness continued this month, due to heavy decline of stocks. Nominal quotation for refined lard for export has been 500 francs per 100 kilos up to September 28, on which day French government published decision to devalue the franc and ordered closing of its commercial and financial exchanges. On the present date they are still closed. It might be that different classes of goods will be quoted from 15 to 30 per cent higher in French new money at the re-opening.

TALLOW.—Paris official quotation went up from 185 francs per 100 kilos at end of August to 192.50 on September 28, before closing of exchanges. However, sales were made during course of September at about 200 to 205 francs per 100 kilos, and at 210 for fine toilet soapmaking tallow. Edible grades 215 to 220 per 100 kilos. A rise of 10 to 20 per cent is generally expected as soon as business resumes.

VEGETABLE OILS.—Prices unchanged from end of August to September 28. No quotations since that date.

WANT A GOOD MAN?

For good experienced men try the "Classified" page of THE NATIONAL PROVISIONER.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Oct. 15, 1936.—Cotton oil futures were fractionally higher than a week ago, with crude same to one eighth cent pound up. Mills are offering crude sparingly on account of previous free selling and tightening seed prices. In fact, peak movement of both seed and crude is nearly over. Bleachable firm soapstock and black grease were strong on large bids and enquiries.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Oct. 15, 1936.—Cottonseed oil 8½% lb., Valley; cottonseed meal \$29.00 f.o.b., Memphis. Prompt shipment.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, October 15, 1936.—Forty-three per cent cottonseed cake and meal, basis, Dallas, for interstate shipment, \$32.50. Prime cottonseed oil was quoted at Dallas at 8½@8¾c.

VEGETABLE OIL IMPORTS

Foreign trade in vegetable oils and oil bearing seeds, August, 1936:

IMPORTS.

| | Quantity. lbs. | Value. |
|--------------------------------|-------------------|-----------|
| Vegetable oils and seeds: | | |
| Copra (free) | 29,578,262 | \$588,012 |
| Sesame seed | 12,040,007 | 402,768 |
| Peanut oil | 282,255 | 26,332 |
| Sunflowerseed oil | 6,307,662 | 441,089 |
| Corn oil | 2,056,716 | 130,538 |
| Palm kernel oil | 1,604,131 | 74,450 |
| Babassu nuts and kernels | 2,427,183 | 117,771 |
| Palm nuts and kernels | 1,961,363 | 26,491 |

Inedible vegetable oils:

| | | |
|----------------------|------------|---------|
| Cottonseed oil | 14,484,289 | 818,767 |
| Cocoanut oil | 14,274,212 | 531,412 |
| Palm oil | 25,973,443 | 851,374 |
| Soybean oil | 642,900 | 34,237 |

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammonium.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: Oct.-Nov. 1936.....\$ @25.50

Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York.....nominal

Blood, dried, 16% per unit.....@ 3.90

Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory.....3.25 & 10c

Fish meal, foreign, 11½% ammonia, 10% B. P. L., c. i.@ 40.00

Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories....2.25 & 50c

Soda nitrate, per net ton; bulk, Oct. 1936 to June 1937, inclusive.....@ 25.50

in 200-lb. bags.....@ 26.80

in 100-lb. bags.....@ 27.50

Tankage, ground, 10% ammonia, 15% B. P. L. bulk.....3.50 & 10c

Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.....3.35 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c. i.@ 24.25

Bone meal, raw, 4½ and 50 bags, per ton, c. i.@ 30.00

Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat.....@ 8.00

Dry Rendered Tankage.

50% unground.....@ 80c

60% ground.....@ 85c

COTTONSEED PRODUCTS PRODUCED AND CONSUMED

For two months ended September 30, 1936 and 1935, as reported by Department of Commerce:

COTTON SEED RECEIVED, CRUSHED, AND ON HAND (TONS).

| | Received at mills* Aug. 1 to Sept. 30, 1936 | Crushed 1935 | On hand at mills September 30, 1936 |
|------------------------|---|-----------------|---|
| United States | 1,511,724 | 959,666 | 695,271 |
| Alabama | 130,321 | 117,024 | 70,594 |
| Arkansas | 156,904 | 59,238 | 59,201 |
| California | 17,420 | 4,460 | 8,371 |
| Georgia | 154,456 | 149,618 | 95,565 |
| Louisiana | 124,407 | 86,069 | 49,262 |
| Mississippi | 384,504 | 224,553 | 114,898 |
| North Carolina | 32,366 | 24,691 | 17,469 |
| Oklahoma | 15,846 | 3,510 | 8,069 |
| South Carolina | 39,204 | 45,770 | 28,790 |
| Tennessee | 107,429 | 30,878 | 43,422 |
| Texas | 316,695 | 204,443 | 182,837 |
| All other states | 32,082 | 9,392 | 16,703 |

*Includes 6,232,774 and 17,823,170 pounds held by refining and manufacturing establishments and 4,411,300 and 28,049,323 pounds in transit to refiners and consumers August 1, 1936 and September 30, 1936 respectively.

Includes 15,100,446 and 6,633,866 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 9,643,060 and 4,694,011 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1936 and September 30, 1936

*Produced from 122,983,540 pounds of crude oil.

VEGETABLE OILS ★

WEEKLY MARKET REVIEW

A FLUCTUATING market with little net change compared with a week ago featured cottonseed oil futures in a fairly active trade. Scattered hedging sales were encountered from day to day but the volume appeared to grow lighter during the period. A fairly sharp setback was experienced, the result of disappointing distribution in September and for the first two months of this season, but this selling quickly ran its course and values again recovered.

Oil received some help from a better lard market but Western lard prices failed to hold. Likewise steadiness in cotton induced some buying of oil during the week as did strength in the wheat market. It was noticeable that as soon as selling and liquidation subsided the oil market showed a disposition to recover.

Following the government cotton seed statistical report there was a tendency to sell oil on the increase in visible supply. This was natural as seed receipts for two months totaled 1,512,000 tons compared with 960,000 tons the same time last season, the result of early movement and rapid ginnings of this crop.

Early Seed Receipts

However, the larger seed receipts will not add to the possible oil crush even though it does bring the crop into sight more rapidly. Comment was heard on the continued favorable weather conditions with possibility that the cotton crop estimate might have to be further revised upwards.

Consumption of cotton oil in September totaled 251,906 bbls. against 326,998 bbls. the same month last year, making distribution the first two months of this season 513,000 bbls. against 677,000 bbls. the same time last season. The visible supply, at the beginning of this month, was 1,374,000 bbls. compared with 772,000 bbls. the previous month and 1,215,000 bbls. the same month a year ago. Prior to last year, however, the visible supply of oil ran considerably larger than it did on October 1 this year.

It is true that August, September and October usually are the months of heaviest distribution of cotton oil. It is this fact that appears to have upset the calculations of some in the trade, but again it was claimed that during September consumption of domestic oil felt the influence of the rush of foreign oils into this country in August before the higher import duties became effective.

Oil Distribution Less

This undoubtedly was true to some extent, but just how much is difficult to

ascertain. The fact remains that regardless of cause distribution of domestic oil is running behind last season. At this time it appears doubtful if consumption in October will be anything like the almost 400,000 bbls. consumed in October last season.

On the other hand, the crush this season still promises to be a moderate one, and with average distribution as experienced the first two months of about 250,000 bbls. monthly the season's demands would run over 3,000,000 bbls. and at present this would exceed the prospective new season crush.

COCOANUT OIL—Market was quiet and barely steady at New York, with January oil quoted at 6½c, which appeared to be purely nominal.

CORN OIL—An easier trend was apparent in this quarter with sales reported outside at 9c and the market quoted about 9½c, Chicago.

SOYA BEAN OIL—Business passed in New York in this oil at 7¾c and there were bids in the market at 7¾c.

PALM OIL—A better feeling developed in this market at New York following the new gold regulations between the United States, Britain and France. Trade, however, was light but a little more inquiry materialized. At New York, spot Nigre was quoted at 4%@4½c, shipment Nigre 4¼@4¾c, 12½ per cent soft at 4½c and Sumatra oil at 4% nominal.

PALM KERNEL OIL—Interest was routine and the market a waiting affair, with January shipment quoted at 5¼@5¾c.

PEANUT OIL—The market was quiet and prices unchanged at 8¾c.

OLIVE OIL FOOTS—The market was quiet and without particular change at New York but steady in tone with tanks quoted at 9c.

COTTONSEED OIL—Valley and Southeast 8.50 bid, 8.62½ asked; Texas, 8.50 bid, 8.62½ asked at common points; Dallas 8.62½ nominal.

Market transactions at New York:

Friday, October 9, 1936.

| | Range | | Closing | |
|----------------|-------|------|------------|-------------|
| Sales. | High. | Low. | Bid. | Asked. |
| Spot | | | | a |
| Oct. | | | 990 a | 999 |
| Nov. | | | 1000 a | nom |
| Dec. | 6 | 1008 | 1007 | 1005 a 1010 |
| Jan. | 8 | 1015 | 1011 | 1012 a trad |
| Feb. | | | 1015 a nom | |
| Mar. | 31 | 1028 | 1022 | 1022 a trad |
| April. | | | 1025 a nom | |
| May | 31 | 1028 | 1025 | 1026 a trad |

Saturday, October 10, 1936.

| Spot | a |
|----------------|-------------|
| Oct. | 990 a 990 |

| | | | |
|----------------|----|------|------------------|
| Nov. | | | 990 a nom |
| Dec. | 1 | 1009 | 1009 1005 a 1010 |
| Jan. | 8 | 1019 | 1015 1015 a 16tr |
| Feb. | | | 1020 a nom |
| Mar. | 5 | 1026 | 1023 1023 a 1024 |
| April. | | | 1025 a nom |
| May | 12 | 1026 | 1025 1025 a 1026 |

Monday, October 12, 1936.

Holiday.

No trading.

Tuesday, October 13, 1936.

| | | | |
|----------------|----|------|------------------|
| Spot | | | a |
| Oct. | 5 | 985 | 985 980 a 989 |
| Nov. | | | 980 a nom |
| Dec. | 21 | 1003 | 991 991 a 994 |
| Jan. | 8 | 1014 | 1000 1000 a 1002 |
| Feb. | | | 1010 a nom |
| Mar. | 48 | 1024 | 1009 1012 a trad |
| April. | | | 1015 a nom |
| May | 20 | 1028 | 1013 1013 a 1015 |

Wednesday, October 14, 1936.

| | | | |
|----------------|----|------|------------------|
| Spot | | | a |
| Oct. | 2 | 996 | 990 994 a 999 |
| Nov. | | | 995 a nom |
| Dec. | 4 | 998 | 995 1003 a 1008 |
| Jan. | 4 | 1013 | 1015 1013 a 1015 |
| Feb. | | | 1020 a nom |
| Mar. | 22 | 1022 | 1012 1022 a 1023 |
| April. | | | 1023 a nom |
| May | 28 | 1025 | 1015 1025 a trad |

Thursday, October 15, 1936.

| | | | |
|-----------------|-------|-------|-------|
| Oct. | 9.96 | 9.93 | 9.95 |
| Dec. | 10.10 | 10.02 | 10.03 |
| Jan. | 10.16 | 10.15 | 10.12 |
| March | 10.28 | 10.19 | 10.22 |
| May | 10.30 | 10.22 | 12.25 |

(See page 204 for later markets.)

COTTONSEED PRODUCTS EXPORTS AND IMPORTS

For one month ended August 31, 1936, reported by U. S. Dept. of Commerce:

| | 1936. | 1935. |
|------------------------|---------|---------|
| Oil, crude, lbs. | 8,916 | 5,408 |
| Oil, refined, lbs. | 125,373 | 438,923 |
| Cake and meal, tons of | | |
| 2,000 lbs. | 506 | 80 |
| Linters, running bales | 10,585 | 10,662 |

| Imports: | | |
|------------------------|-------------|-----------|
| Oil, crude, lbs. | *NONE | 952,339 |
| Oil, refined, lbs. | *14,484,280 | 8,964,636 |
| Cake and meal, tons of | | |
| 2,000 lbs. | 1,201 | 240 |

*Amounts for September not included above are \$39,418 pounds crude and 7,220,154 refined, "entered directly for consumption," and 892,128 refined, "withdrawn from warehouse for consumption."

HULL OIL MARKETS

(Special Cable to The National Provisioner.)

Hull, England, Oct. 14, 1936.—Refined cottonseed oil, 29s Egyptian crude cottonseed oil, 26s 6d.

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products were about steady latter part of week with trade mixed and commission houses absorbing packers' selling. Hog run was liberal. Top hogs \$10.25.

Cottonseed Oil

Cotton oil was quieter and about steady with some hedging in March and May, but scattered demand absorbing offerings. Cash oil trade quiet. Southeast and Valley crude sold at 8½c, but 8½c bid in all sections.

Quotations on bleachable cottonseed oil at close of market on Friday were: Oct., \$9.95@10.05; Dec., \$10.05@10.08; Jan., \$10.12; Mar., \$10.24@10.25; May, \$10.26. Tone steady; 63 sales.

Tallow

Tallow, extra 6½c lb., f.o.b.

Stearine

Stearine, 9c sales.

Friday's Lard Markets

New York, October 16, 1936.—Prices are for export. Lard, prime western \$11.80@11.90; middle western, \$11.70@11.80; city 11½c; refined Continent, 12@12½c; South American, 12½c; Brazil kegs, 12½c; compound, 12c in carlots.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, October 16, 1936—General provision market steady but firm; demand improving for hams and pure lard.

Friday's prices were: Hams, American cut, 88s; hams, long cut, exhausted; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; belies, English, 78s; Wiltshires, unquoted; Cumberlands, 69s; Canadian Wiltshires, 85s; Canadian Cumberlands, 76s; spot lard, 61s.

BRITISH PROVISION IMPORTS

Liverpool Provision Trade Association reported imports during September:

| | |
|------------------------------------|--------|
| Bacon (including shoulders), cwts. | 15,566 |
| Hams, cwts. | 18,592 |
| Lard, tons. | 421 |

Approximate weekly consumption ex Liverpool stocks is given below:

| | Bacon, cwts. | Hams, cwts. | Lard, tons. |
|-----------------|--------------|-------------|-------------|
| September, 1936 | 3,903 | 6,866 | 87 |
| August, 1936 | 5,014 | 6,863 | 107 |
| September, 1935 | 2,331 | 4,869 | — |

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended October 10, 1936.

CATTLE.

| | Week ended | Prev. week, | Cor. |
|------------------------|------------|-------------|---------|
| | Oct. 10. | Oct. 3. | 1935. |
| Chicago | 37,676 | 35,448 | 32,649 |
| Kansas City | 33,665 | 27,451 | 31,726 |
| Omaha* | 25,770 | 27,770 | 19,085 |
| East St. Louis | 25,991 | 24,389 | 29,349 |
| St. Joseph | 9,139 | 8,267 | 9,825 |
| Sioux City | 12,249 | 13,223 | 11,879 |
| Wichita* | 3,150 | 3,599 | 3,896 |
| Fort Worth | 6,544 | 6,721 | 8,646 |
| Philadelphia | 1,549 | 1,618 | 2,379 |
| Indianapolis | 2,066 | 2,349 | 1,931 |
| New York & Jersey City | 9,051 | 8,204 | 7,368 |
| Oklahoma City* | 9,670 | 12,657 | 11,117 |
| Cincinnati | 5,320 | 5,533 | 4,645 |
| Denver | 6,081 | 5,527 | 5,273 |
| St. Paul | 19,753 | 17,954 | 16,647 |
| Milwaukee | 4,575 | 4,222 | 4,581 |
| Total | 212,249 | 204,932 | 200,998 |

*Cattle and calves.

HOGS.

| | | | |
|------------------------|---------|---------|---------|
| Chicago | 66,007 | 57,141 | 36,003 |
| Kansas City | 28,612 | 22,660 | 10,880 |
| Omaha | 22,868 | 18,245 | 8,406 |
| East St. Louis | 38,724 | 37,909 | 13,409 |
| St. Joseph | 15,171 | 12,767 | 6,492 |
| Sioux City | 13,937 | 11,678 | 4,764 |
| Wichita | 3,638 | 4,566 | 2,250 |
| Fort Worth | 4,123 | 2,946 | 3,319 |
| Philadelphia | 14,342 | 14,176 | 9,837 |
| Indianapolis | 12,939 | 11,804 | 5,379 |
| New York & Jersey City | 49,139 | 49,528 | 33,273 |
| Oklahoma City | 6,997 | 6,922 | 4,294 |
| Cincinnati | 17,724 | 14,455 | 7,987 |
| Denver | 5,963 | 4,965 | 2,959 |
| St. Paul | 44,443 | 46,487 | 11,878 |
| Milwaukee | 11,963 | 11,388 | 8,292 |
| Total | 356,590 | 327,637 | 169,422 |

SHEEP.

| | | | |
|------------------------|---------|---------|---------|
| Chicago | 48,560 | 56,391 | 60,964 |
| Kansas City | 37,541 | 27,776 | 19,131 |
| Omaha | 23,092 | 29,208 | 23,807 |
| East St. Louis | 12,849 | 8,823 | 12,106 |
| St. Joseph | 17,147 | 14,190 | 9,614 |
| Sioux City | 8,933 | 11,429 | 12,722 |
| Wichita | 1,233 | 1,011 | 902 |
| Fort Worth | 2,389 | 3,518 | 3,763 |
| Philadelphia | 3,127 | 3,197 | 6,543 |
| Indianapolis | 2,446 | 2,408 | 4,340 |
| New York & Jersey City | 56,160 | 58,701 | 64,363 |
| Oklahoma City | 297 | 803 | 1,654 |
| Cincinnati | 2,968 | 5,545 | 8,119 |
| Denver | 9,605 | 10,017 | 7,088 |
| St. Paul | 3,152 | 32,479 | 33,988 |
| Milwaukee | 2,785 | 2,866 | 5,115 |
| Total | 230,374 | 268,362 | 277,819 |

CINCINNATI MEAT PACKING

Meat packing in Cincinnati is virtually back to the 1931 basis of production, according to a recent survey by the Cincinnati chamber of commerce. Total annual value of production now amounts to more than \$35,500,000 while in 1933, the trough of the depression, it was valued at \$23,882,374. These figures compare with the industry's peak in 1920, when its 42 establishments produced \$62,428,358 worth of products, employed 1,790 operatives and had a payroll of \$2,113,562. In 1900 there were 21 establishments employing 801 persons with an output of \$9,532,057. In the old days, when Cincinnati was known as the "Porkopolis of the West," it had several hundred small slaughtering establishments with a \$40,000,000 output.

SEPTEMBER FEDERAL SLAUGHTERS

Federal inspected slaughter of all classes of livestock during September, 1936:

| | Cattle. | Calves. | Sheep and lambs. | Swine. |
|--------------------|------------|-----------|------------------|------------|
| Baltimore | 11,629 | (1) | (1) | (1) |
| Chicago (2) | 159,796 | 31,418 | 269,137 | 245,928 |
| Cincinnati | (3) | 16,261 | 8,886 | (1) |
| Cleveland | (1) | (1) | (1) | 33,948 |
| Denver | 12,940 | 3,298 | (1) | 19,468 |
| Kansas City | 105,221 | 50,398 | 103,451 | 111,651 |
| Milwaukee | (4) | 22,804 | 25,021 | (1) |
| New York | 27,029 | 57,727 | 210,036 | (1) |
| Omaha | 87,898 | 18,598 | 128,881 | 83,291 |
| St. Louis (5) | 76,205 | 57,625 | 53,632 | 157,591 |
| Sioux City | 46,955 | 8,802 | 55,823 | 43,824 |
| So. St. Paul | (6) | 80,263 | 52,560 | 116,746 |
| All other stations | 425,150 | 238,325 | 655,206 | 1,497,888 |
| Total: Sept. 1936 | | | | |
| Commercial | 1,071,569 | 552,653 | 1,592,912 | 2,403,342 |
| Government | 582 | ..... | ..... | ..... |
| Sept. 1935 | | | | |
| Commercial | 885,782 | 457,894 | 1,548,865 | 1,452,926 |
| 9 Mos. ended | | | | |
| Sept. 1936 | | | | |
| Commercial | 17,872,531 | 4,513,760 | 12,357,032 | 23,590,562 |
| Government | 3,383 | 163 | ..... | ..... |
| 9 Mos. ended | | | | |
| Sept. 1935 | | | | |
| Commercial | 16,734,929 | 4,187,340 | 13,104,014 | 18,625,557 |
| Government | 186,683 | 39,358 | ..... | ..... |
| Greater New York | | | | |
| district (7) | 42,150 | 75,004 | 268,086 | 164,436 |

(1) Included in "All Other Stations."

(2) Includes Ottawa, Ill.

(3) Includes Newport, Ky. and Lexington, Ky.

(4) Includes Cudahy, Wis., and Green Bay, Wis., and Ft. Atkinson, Wis.

(5) Includes National Stock Yards, Ill.

(6) Includes Newport, Minn., and St. Paul, Minn.

(7) The slaughter figures in this group of cities are included in the figures above for "New York" and "All Other Stations" and are combined here to show total in the Greater New York district.

(8) Commercial only.

LIVESTOCK AT 69 MARKETS

Receipts and distribution of livestock at 69 markets, September, 1936:

| | Receipts. | Local slaughter. | Shipments. |
|----------------------|-----------|------------------|------------|
| CATTLE. | | | |
| September, 1936 | 1,614,513 | 910,370 | 693,845 |
| September, 1935 | 1,660,623 | 847,866 | 760,668 |
| September av. 5 yrs. | 1,634,261 | 845,405 | 785,596 |

CALVES.

| | | | |
|----------------------|---------|---------|---------|
| September, 1936 | 649,369 | 429,086 | 234,298 |
| September, 1935 | 596,166 | 303,867 | 217,104 |
| September av. 5 yrs. | 600,387 | 407,043 | 197,306 |

HOGS.

| | | | |
|----------------------|-----------|-----------|---------|
| September, 1936 | 1,938,897 | 1,263,114 | 673,021 |
| September, 1935 | 1,220,415 | 823,697 | 390,169 |
| September av. 5 yrs. | 3,007,841 | 2,261,661 | 761,202 |

SHEEP AND LAMBS.

| | | | |
|----------------------|-----------|-----------|-----------|
| September, 1936 | 2,766,011 | 1,125,682 | 1,596,828 |
| September, 1935 | 2,822,112 | 1,109,143 | 1,660,030 |
| September av. 5 yrs. | 3,239,181 | 1,312,306 | 1,913,866 |

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to October 16, 1936, show exports from that country were as follows: To the United Kingdom, 102,228 quarters; to the Continent, 12,000. Last week to the United Kingdom 166,352 quarters; to the Continent, 19,236.

LIVE STOCK MARKETS ★

WEEKLY REVIEW

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, October 15, 1936, as reported by the U. S. Bureau of Agricultural Economics:

HOGS (Soft or oily hogs, excluded). CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

| | | | | | |
|-------------------------------|---------------|---------------|------------------------|---------------|---------------|
| Lt. wt., 140-160 lbs. | | | | | |
| Good-choice | \$ 8.65@ 9.60 | \$ 8.75@ 9.50 | \$ 8.15@ 9.25 | \$ 8.25@ 9.15 | \$ 8.00@ 9.00 |
| Medium | 8.10@ 9.40 | 8.00@ 9.35 | 7.50@ 8.75 | 7.75@ 8.60 | 7.50@ 8.50 |
| Lt. wt., 168-180 lbs. | | | | | |
| Good-choice | 9.40@ 9.90 | 9.35@ 10.15 | 8.75@ 9.60 | 8.60@ 9.65 | 8.75@ 9.30 |
| Medium | 8.65@ 9.65 | 8.65@ 10.00 | 8.25@ 9.25 | 8.15@ 9.35 | 8.50@ 9.00 |
| Lt. wt., 180-200 lbs. | | | | | |
| Good-choice | 9.65@ 10.15 | 10.00@ 10.25 | 9.25@ 9.75 | 9.35@ 9.95 | 9.15@ 9.65 |
| Medium | 9.10@ 10.00 | 9.25@ 10.10 | 8.75@ 9.55 | 9.10@ 9.70 | 8.50@ 9.50 |
| Med. wt., | | | | | |
| 200-220 lbs., gd-ch. | 10.00@ 10.20 | 10.15@ 10.30 | 9.35@ 9.75 | 9.70@ 10.00 | 9.50@ 9.75 |
| 220-250 lbs., gd-ch. | 10.10@ 10.25 | 10.20@ 10.30 | 9.60@ 9.75 | 9.75@ 10.00 | 9.65@ 9.75 |
| Hvy. wt., | | | | | |
| 250-290 lbs., gd-ch. | 10.00@ 10.25 | 10.10@ 10.30 | 9.60@ 9.75 | 9.75@ 10.00 | 9.25@ 9.75 |
| 290-350 lbs., gd-ch. | 9.75@ 10.20 | 9.85@ 10.20 | 9.30@ 9.65@ 9.65@ 9.90 | 9.15@ 9.40 | |
| PACKING SOWS: | | | | | |
| 275-350 lbs., good | 9.10@ 9.35 | 9.15@ 9.50 | 9.15@ 9.25 | 8.75@ 9.10 | 8.90@ 9.05 |
| 350-425 lbs., good | 8.85@ 9.25 | 8.90@ 9.35 | 8.10@ 9.20 | 8.40@ 9.00 | 8.40@ 8.90 |
| 425-550 lbs., good | 8.25@ 9.00 | 8.75@ 9.15 | 9.00@ 9.20 | 8.25@ 8.75 | 7.85@ 8.50 |
| 275-550 lbs., medium | 7.90@ 9.20 | 8.00@ 9.15 | 8.50@ 9.10 | 7.75@ 8.75 | 7.75@ 8.90 |
| SLAUGHTER PIGS, 100-140 lbs.: | | | | | |
| Good-choice | 7.65@ 9.25 | 7.00@ 9.00 | 6.75@ 8.50 | 7.50@ 8.60 | 5.50@ 8.10 |
| Medium | 6.75@ 8.65 | 6.25@ 8.75 | 6.25@ 8.15 | 6.50@ 8.25 | |

Slaughter Cattle, Calves and Vealers:

| | | | | | |
|-----------------------------|-------------|-------------|------------|------------|------------|
| STEERS, 550-900 lbs., | | | | | |
| Choice | 9.50@ 10.25 | 9.00@ 10.00 | 8.75@ 9.75 | 8.50@ 9.50 | 8.75@ 9.75 |
| Good | 8.50@ 9.50 | 8.00@ 9.25 | 8.00@ 9.00 | 7.50@ 8.75 | 7.75@ 9.00 |
| Medium | 7.25@ 8.50 | 6.00@ 8.00 | 6.50@ 8.00 | 5.50@ 7.50 | 6.00@ 7.75 |
| Common (plain) | 5.25@ 7.25 | 5.25@ 6.25 | 5.00@ 6.50 | 4.25@ 5.50 | 4.50@ 6.15 |
| STEERS, 900-1100 lbs., | | | | | |
| Prime | 9.75@ 10.25 | | | | |
| Choice | 9.25@ 9.75 | 9.25@ 10.00 | 9.00@ 9.75 | 8.65@ 9.50 | 8.75@ 9.75 |
| Good | 8.50@ 9.25 | 8.00@ 9.50 | 8.00@ 9.00 | 7.50@ 8.75 | 7.75@ 9.00 |
| Medium | 7.25@ 8.50 | 6.25@ 8.25 | 6.50@ 8.00 | 5.50@ 7.50 | 6.00@ 7.75 |
| Common (plain) | 5.50@ 7.25 | 5.25@ 6.50 | 5.00@ 6.50 | 4.25@ 5.75 | 4.65@ 6.25 |
| STEERS, 1100-1300 lbs., | | | | | |
| Prime | 9.75@ 10.25 | | | | |
| Choice | 9.25@ 9.75 | 9.25@ 10.00 | 8.75@ 9.50 | 8.50@ 9.25 | 8.65@ 9.35 |
| Good | 8.25@ 9.25 | 8.25@ 9.25 | 8.00@ 9.00 | 7.50@ 8.65 | 7.65@ 8.75 |
| Medium | 7.25@ 8.50 | 6.50@ 8.25 | 6.50@ 8.00 | 5.75@ 7.50 | 6.00@ 7.65 |
| STEERS, 1300-1500 lbs., | | | | | |
| Prime | 9.25@ 9.90 | | | | |
| Choice | 8.75@ 9.50 | 8.75@ 9.50 | 8.50@ 9.25 | 8.25@ 9.00 | 8.40@ 9.15 |
| Good | 8.00@ 9.00 | 8.00@ 9.00 | 8.00@ 8.75 | 7.50@ 8.50 | 7.50@ 8.65 |
| HEIFERS, 550-750 lbs., | | | | | |
| Choice | 9.50@ 10.25 | 9.00@ 9.75 | 8.50@ 9.50 | 8.50@ 9.25 | 8.50@ 9.50 |
| Good | 8.25@ 9.50 | 8.00@ 9.00 | 7.50@ 8.50 | 6.75@ 8.50 | 7.15@ 8.65 |
| Common (plain), medium | 4.25@ 8.25 | 4.25@ 8.00 | 4.00@ 7.50 | 4.25@ 6.75 | 4.25@ 7.25 |
| HEIFERS, 750-900 lbs., | | | | | |
| Good-choice | 7.25@ 10.25 | | 7.25@ 9.60 | 6.50@ 9.25 | 7.25@ 9.75 |
| Common (plain), medium | 4.50@ 8.25 | | 4.00@ 7.50 | 4.25@ 6.75 | 4.35@ 7.25 |
| COWS: | | | | | |
| Choice | 6.25@ 7.00 | | | | |
| Good | 5.00@ 6.25 | 5.00@ 5.75 | 5.00@ 6.00 | 5.00@ 6.00 | 4.85@ 5.05 |
| Common (plain), medium | 4.25@ 6.00 | 4.00@ 5.00 | 4.00@ 5.00 | 4.00@ 5.00 | 3.85@ 4.85 |
| Low cutter-cutter | 3.25@ 4.25 | 2.75@ 4.00 | 3.00@ 4.00 | 2.75@ 4.00 | 2.75@ 3.85 |
| BULLS (Yearlings excluded): | | | | | |
| Good (beef) | 5.50@ 6.00 | 5.50@ 6.00 | 5.15@ 5.50 | 4.85@ 5.25 | 5.00@ 5.60 |
| Cutter, com. (plain), med. | 4.25@ 5.50 | 4.00@ 5.50 | 3.75@ 5.25 | 3.50@ 4.85 | 3.50@ 5.00 |
| VEALERS: | * | | | | |
| Good-choice | 9.00@ 10.00 | 9.25@ 10.50 | 6.50@ 7.50 | 7.00@ 9.00 | 7.50@ 9.50 |
| Medium | 7.00@ 9.00 | 7.75@ 9.25 | 5.50@ 6.50 | 5.00@ 7.00 | 6.00@ 7.75 |
| Cull-common (plain) | 5.00@ 7.00 | 3.75@ 7.75 | 3.50@ 5.50 | 3.75@ 5.00 | 3.50@ 6.25 |
| CALVES, 250-500 lbs., | | | | | |
| Good-choice | 5.50@ 8.50 | 6.00@ 8.00 | 5.00@ 8.00 | 5.00@ 7.50 | 5.75@ 7.75 |
| Common (plain), medium | 4.50@ 5.50 | 3.75@ 6.00 | 3.50@ 5.00 | 3.25@ 5.25 | 4.00@ 5.75 |
| Slaughter Lambs and Sheep: | | | | | |
| LAMBS: | | | | | |
| Choice | 8.75@ 9.40 | 8.75@ 9.50 | 8.50@ 9.10 | 8.50@ 9.00 | 9.00@ 9.25 |
| Good | 8.50@ 8.85 | 8.25@ 8.75 | 8.00@ 8.50 | 8.00@ 8.50 | 8.50@ 9.00 |
| Medium | 6.75@ 8.50 | 6.75@ 8.25 | 7.00@ 8.00 | 6.75@ 8.00 | 7.25@ 8.50 |
| Common (plain) | 5.75@ 6.75 | 5.00@ 6.75 | 5.75@ 7.00 | 5.50@ 6.75 | 6.00@ 7.25 |
| EWES: | | | | | |
| Choice | 2.75@ 4.10 | 3.00@ 3.75 | 2.25@ 3.60 | 3.00@ 3.85 | 2.75@ 3.50 |
| Common (plain), medium | 1.50@ 2.75 | 1.50@ 3.00 | 1.50@ 2.25 | 1.75@ 3.00 | 1.50@ 3.00 |

LIVESTOCK COST AND YIELD

Kinds of livestock slaughtered, cost and yield, with comparisons, Aug., 1936:

| | Aug., 1936. | July, 1936. | Aug., 1935. |
|---------------------------------|-------------|-------------|-------------|
| Average live cost per 100 lbs.: | | | |
| Cattle | \$ 5.85 | \$ 6.10 | \$ 6.50 |
| Calves | 6.11 | 6.51 | 6.93 |
| Hogs | 10.06 | 9.63 | 10.86 |
| Sheep and lambs | 8.29 | 8.69 | 7.65 |
| Average yield, per cent: | | | |
| Cattle | 52.30 | 53.59 | 52.57 |
| Calves | 55.49 | 56.07 | 55.46 |
| Hogs | 74.45 | 75.28 | 73.87 |
| Sheep and lambs | 46.73 | 47.03 | 44.43 |
| Average live weight, lbs.: | | | |
| Cattle | 918.45 | 906.64 | 899.71 |
| Calves | 198.26 | 189.34 | 199.85 |
| Hogs | 241.06 | 246.57 | 236.81 |
| Sheep and lambs | 80.00 | 78.58 | 80.75 |
| Sources of supply, per cent: | | | |
| Cattle— | | | |
| Stockyards | 81.57 | 80.17 | 86.59 |
| Other | 18.43 | 19.83 | 13.41 |
| Calves— | | | |
| Stockyards | 73.78 | 74.50 | 78.60 |
| Other | 26.22 | 25.50 | 21.40 |
| Hogs— | | | |
| Stockyards | 58.84 | 53.65 | 60.81 |
| Other | 41.16 | 46.35 | 39.19 |
| Sheep and lambs— | | | |
| Stockyards | 80.86 | 79.01 | 78.48 |
| Other | 19.14 | 20.90 | 21.52 |
| Classification, per cent: | | | |
| Cattle— | | | |
| Steers | 42.66 | 40.08 | 41.43 |
| Bulls and stags | 3.79 | 4.83 | 4.27 |
| Cows and heifers | 53.55 | 46.00 | 54.30 |
| Hogs— | | | |
| Sows | 66.96 | 63.79 | 57.83 |
| Barrows | 32.17 | 35.10 | 41.27 |
| Stags and boars | 0.87 | 1.11 | 0.90 |
| Sheep and lambs— | | | |
| Sheep | 9.26 | 9.11 | 6.91 |
| Lambs and yearlings | 90.74 | 90.89 | 93.00 |

CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Oct. 15, 1936—At 22 concentration points and 9 packing houses in Iowa and Minnesota, weekly hog trade was moderately active. Butcher hogs were 15@30c, mostly 25c lower than last Saturday; packing sows 10@15c lower. Current prices: good to choice 200 to 270 lb. hogs off truck, \$9.35@9.70; most 220-270 lb. kinds, \$9.45 upward; long haul lots, \$9.80 at plants, rail consignments \$9.90; 270 to 290 lb. off truck, \$9.35@9.65; 290 to 350 lb., \$8.90@9.50; better 180 to 200 lb., \$9.00@9.45; mostly good grade 160 to 180 lb., \$8.00@8.70 and light lights \$7.00@8.00. Packing sows generally \$8.20@8.75 off trucks, few \$8.80, best \$9.00 off cars.

Receipts week ended Oct. 8, 1936:

| | This week. | Last week. |
|---------------------|------------|------------|
| Friday, Oct. 9. | 17,800 | 14,400 |
| Saturday, Oct. 10. | 11,300 | 9,800 |
| Monday, Oct. 12. | 30,100 | 21,900 |
| Tuesday, Oct. 13. | 15,700 | 10,700 |
| Wednesday, Oct. 14. | 18,100 | 16,900 |
| Thursday, Oct. 15. | 20,300 | 17,300 |

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, October 10, 1936, as reported to The National Provisioner:

CHICAGO.

| | Cattle. | Hogs. | Sheep. |
|---|---------|--------|--------|
| Armour and Co. | 3,631 | 2,818 | 8,653 |
| Swift & Co. | 3,836 | 2,184 | 6,287 |
| Morris & Co. | 2,326 | ... | 1,501 |
| Wilson & Co. | 5,097 | 3,815 | 4,211 |
| Anglo-Amer. Prov. Co. | 703 | ... | ... |
| G. H. Hammond Co. | 2,916 | ... | ... |
| Shippers | 16,252 | 9,531 | 14,969 |
| Others | 17,575 | 23,808 | 4,039 |
| Brennan Packing Co., 1,482 hogs; Western Packing Co., Inc., 1,722 hogs; Agar Packing Co., 4,988 hogs. | | | |
| Total: 52,336 cattle; 8,645 calves; 50,343 hogs; 34,660 sheep. | | | |
| Not including 1,592 cattle, 592 calves, 17,952 hogs and 28,869 sheep bought direct. | | | |

KANSAS CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|--|---------|---------|--------|--------|
| Armour and Co. | 4,790 | 1,195 | 2,373 | 5,497 |
| Cudahy Pkg. Co. | 3,413 | 1,451 | 1,534 | 6,988 |
| Morris & Co. | 2,296 | 1,246 | ... | 3,746 |
| Swift & Co. | 4,683 | 1,983 | 3,639 | 9,138 |
| Wilson & Co. | 3,637 | 1,654 | 1,630 | 6,045 |
| Indpt. Pkg. Co. | ... | 194 | ... | ... |
| Kornblum Pkg. Co. | 1,004 | ... | ... | ... |
| Others | 5,522 | 791 | 3,597 | 4,127 |
| Total | 25,345 | 8,320 | 12,967 | 35,541 |
| Not including 21,927 hogs bought direct. | | | | |

OMAHA.

| | Cattle & Calves. | Hogs. | Sheep. |
|---|------------------|-------|--------|
| Armour and Co. | 4,664 | 4,915 | 3,165 |
| Cudahy Pkg. Co. | 6,809 | 4,543 | 5,413 |
| Dold Pkg. Co. | 1,676 | 4,576 | ... |
| Morris & Co. | 3,510 | 2,022 | 1,114 |
| Swift & Co. | 7,198 | 3,842 | 5,088 |
| Others | 13,713 | ... | ... |
| Eagle Pkg. Co., 21 cattle; Grit. Omaha Pkg. Co., 97 cattle; Geo. Hoffman Pkg., 35 cattle; Lewis Pkg. Co., 688 cattle; Omaha Pkg. Co., 150 cattle; John Roth & Sons, 48 cattle; So. Omaha Pkg. Co., 94 cattle; Lincoln Pkg. Co., 517 cattle; Wilson & Co., 356 cattle. | | | |
| Total: 25,863 cattle and calves; 33,611 hogs; 14,780 sheep. | | | |
| Not including 1,113 hogs and 7,521 sheep bought direct. | | | |

EAST ST. LOUIS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|--|---------|---------|--------|--------|
| Armour and Co. | 1,551 | 2,859 | 2,845 | 5,124 |
| Swift & Co. | 4,895 | 4,525 | 3,464 | 5,512 |
| Morris & Co. | 1,470 | 1,198 | 571 | ... |
| Hell Pkg. Co. | 2,239 | 1,387 | 2,828 | 580 |
| Krey Pkg. Co. | ... | 1,641 | ... | ... |
| Laclede Pkg. Co. | ... | 2,792 | ... | ... |
| Shippers | 3,821 | 3,751 | 17,371 | 158 |
| Others | 5,705 | 162 | 6,776 | 1,633 |
| Total | 19,681 | 13,882 | 39,708 | 13,007 |
| Not including 3,582 cattle, 4,825 calves, 23,434 hogs and 2,255 sheep bought direct. | | | | |

ST. JOSEPH.

| | Cattle. | Calves. | Hogs. | Sheep. |
|--|---------|---------|--------|--------|
| Swift & Co. | 2,789 | 1,239 | 6,506 | 9,820 |
| Armour and Co. | 3,357 | 1,170 | 6,969 | 4,634 |
| Others | 1,502 | 47 | 4,248 | 1,749 |
| Total | 7,648 | 2,456 | 17,723 | 16,203 |
| Not including 2,603 sheep bought direct. | | | | |

SIOUX CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------|---------|---------|--------|--------|
| Cudahy Pkg. Co. | 4,187 | 477 | 4,933 | 3,128 |
| Armour and Co. | 2,930 | 514 | 5,442 | 3,029 |
| Swift & Co. | 3,321 | 493 | 3,275 | 2,773 |
| Shippers | 4,243 | 95 | 7,652 | 1,422 |
| Others | 308 | 19 | 73 | 3 |
| Total | 14,989 | 1,598 | 21,375 | 10,355 |

OKLAHOMA CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---|---------|---------|-------|--------|
| Armour and Co. | 2,755 | 2,110 | 2,586 | 113 |
| Wilson & Co. | 2,539 | 1,871 | 2,559 | 184 |
| Others | 314 | 20 | 479 | ... |
| Total | 5,608 | 4,001 | 5,624 | 297 |
| Not including 61 cattle and 1,373 hogs bought direct. | | | | |

FT. WORTH.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------------|---------|---------|-------|--------|
| Armour and Co. | 3,124 | 2,660 | 1,925 | 1,113 |
| Swift & Co. | 2,891 | 3,145 | 1,686 | 1,276 |
| City Pkg. Co. | 272 | 86 | 245 | ... |
| Bluebonnet Pkg. Co. | 186 | 70 | 213 | ... |
| H. Rosenthal Pkg. Co. | 61 | 10 | 74 | ... |
| Total | 6,544 | 5,971 | 3,923 | 2,389 |

MILWAUKEE.

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------------------|---------|---------|--------|--------|
| Plankinton Pkg. Co. | 2,555 | 3,766 | 11,876 | 2,411 |
| Swift & Co., Balt. | ... | 177 | ... | ... |
| U. D. B. Co., N. Y. | 18 | ... | ... | ... |
| Swift & Co., Har., N. J. | ... | 540 | ... | ... |
| Armour & Co., Mil. | 1,110 | 1,869 | ... | ... |
| N. Y. Butchers | 20 | ... | ... | ... |
| R. Gunz & Co. | 45 | 76 | 24 | ... |
| Swift & Co., H'bg. | ... | 183 | ... | ... |
| Van Wagener & S. | ... | ... | ... | ... |
| Harrison, N. J. | ... | 1,664 | ... | ... |
| Shippers | 313 | 14 | 57 | 92 |
| Others | 904 | 563 | 44 | 277 |
| Total | 4,895 | 6,288 | 14,541 | 2,804 |

INDIANAPOLIS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------------|---------|---------|--------|--------|
| Kingan & Co. | 1,907 | 812 | 10,375 | 2,402 |
| Armour and Co. | 790 | 225 | 1,977 | 66 |
| Hilgenmeier Bros. | 6 | ... | 920 | ... |
| Stumpf Bros. | ... | 94 | ... | ... |
| Schussler Pkg. Co. | 23 | ... | 89 | ... |
| Meier Pkg. Co. | 65 | 12 | 188 | ... |
| Ind. Prov. Co. | 7 | 21 | 118 | ... |
| Maass Hartman Co. | 44 | 3 | ... | ... |
| Art Wabnitz | 24 | 71 | 86 | ... |
| Shippers | 2,622 | 1,330 | 10,529 | 4,984 |
| Others | 1,708 | 102 | 121 | 197 |
| Total | 7,196 | 2,576 | 33,411 | 7,735 |

CINCINNATI.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---|---------|---------|--------|--------|
| S. W. Gall's Son | ... | 40 | ... | 463 |
| E. Kahn's Sons | 1,367 | 470 | 7,983 | 1,176 |
| Lohrey Pkg. Co. | 6 | ... | 294 | ... |
| H. H. Meyer Pkg. Co. | 19 | ... | 4,647 | ... |
| J. Schlaeter & Son | 204 | 193 | ... | 77 |
| J. F. Stegner & Co. | 421 | 187 | ... | 50 |
| Shippers | 406 | 86 | 2,264 | 1,787 |
| Others | 2,047 | 825 | 637 | 374 |
| Total | 4,493 | 1,810 | 18,384 | 3,927 |
| Not including 251 cattle, 135 calves, 2,953 hogs and 208 sheep bought direct. | | | | |

ST. PAUL.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---|---------|---------|--------|--------|
| Armour and Co. | 6,742 | 3,707 | 17,712 | 18,559 |
| Cudahy Pkg. Co. | 1,310 | 1,507 | ... | ... |
| Swift & Co. | 8,469 | 5,566 | 22,475 | 17,962 |
| United Pkg. Co. | 3,232 | 481 | ... | ... |
| Others | 2,335 | 537 | 15,696 | 4,481 |
| Total | 22,088 | 12,138 | 55,883 | 36,002 |
| Not including 514 cattle bought direct. | | | | |

WICHITA.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---|---------|---------|-------|--------|
| Cudahy Pkg. Co. | 1,247 | 729 | 1,142 | 770 |
| Dold Pkg. Co. | 712 | 98 | 775 | 24 |
| Wichita D. B. Co. | 25 | ... | ... | ... |
| Dunn-Osterberg | 120 | ... | ... | ... |
| Fred W. Dold | 123 | ... | 383 | 1 |
| Sunflower Pkg. Co. | 73 | ... | 107 | ... |
| So. West Beef Co. | 23 | ... | ... | ... |
| Total | 2,323 | 827 | 2,407 | 795 |
| Not including 1,231 hogs and 528 sheep bought direct. | | | | |

RECAPITULATION.

CATTLE.

| | Week ended Oct. 10. | Prev. week. | Cor. week. |
|---------------------|---------------------|-------------|------------|
| Chicago | 52,336 | 52,142 | 45,683 |
| Kansas City | 25,345 | 20,753 | 24,557 |
| Omaha | 25,863 | 28,381 | 17,890 |
| East St. Louis | 19,681 | 19,226 | 31,583 |
| St. Joseph | 7,648 | 7,057 | 8,194 |
| Sioux City | 14,989 | 16,287 | 14,272 |
| Oklahoma City | 5,608 | 7,138 | 7,826 |
| Wichita | 2,323 | 2,738 | 2,788 |
| Denver | 5,835 | 4,464 | 6,400 |
| St. Paul | 22,088 | 20,349 | 18,907 |
| Minneapolis | 4,895 | 4,461 | 5,473 |
| Indianapolis | 7,196 | 7,192 | 7,058 |
| Cincinnati | 4,493 | 4,036 | 4,861 |
| Ft. Worth | 6,544 | 6,721 | 8,646 |
| Total | 204,844 | 200,948 | 204,149 |
| *Cattle and calves. | | | |

HOGS.

| | Chicago | Kansas City | Omaha | East St. Louis | St. Joseph | Sioux City | Oklahoma City | Wichita | Denver | St. Paul | Minneapolis | Indianapolis | Cincinnati | Ft. Worth |
|-------------|---------|-------------|--------|----------------|------------|------------|---------------|---------|--------|----------|-------------|--------------|------------|-----------|
| Chicago | 34,660 | 35,541 | 35,350 | 31,115 | 33,611 | 32,776 | 19,131 | 12,244 | 9,032 | 14,740 | 14,541 | 12,821 | 17,249 | 17,280 |
| Kansas City | 12,967 | 14,783 | 14,549 | 12,821 | 13,007 | 13,007 | 10,355 | 10,224 | 9,032 | 14,937 | 14,549 | 12,821 | 17,249 | 17,280 |
| Omaha | 33,611 | 33,611 | 33,350 | 31,115 | 33,611 | 33,611 | 20,982 | 20,753 | 18,557 | 33,350 | 33,350 | 31,115</ | | |

RECEIPTS AT CHIEF CENTERS

Week ended October 10, 1936:

At 20 markets:

| | Cattle. | Hogs. | Sheep. |
|--------------------|---------|---------|---------|
| Week ended Oct. 10 | 287,000 | 364,000 | 423,000 |
| Previous week | 300,000 | 357,000 | 505,000 |
| 1935 | 319,000 | 212,000 | 563,000 |
| 1934 | 340,000 | 423,000 | 738,000 |
| 1933 | 266,000 | 441,000 | 566,000 |

At 11 markets:

| | Hogs. |
|--------------------|---------|
| Week ended Oct. 10 | 284,000 |
| Previous week | 281,000 |
| 1935 | 162,000 |
| 1934 | 366,000 |
| 1933 | 366,000 |
| 1932 | 361,000 |

At 7 markets:

| | Cattle. | Hogs. | Sheep. |
|--------------------|---------|---------|---------|
| Week ended Oct. 10 | 222,000 | 258,000 | 284,000 |
| Previous week | 216,000 | 224,000 | 280,000 |
| 1935 | 224,000 | 136,000 | 303,000 |
| 1934 | 257,000 | 313,000 | 526,000 |
| 1933 | 263,000 | 305,000 | 366,000 |
| 1932 | 193,000 | 288,000 | 295,000 |

CANADIAN LIVESTOCK PRICES

BUTCHER STEERS.

Up to 1,050 lbs.

| | Week ended Oct. 8. | Last week. | Same week 1935. |
|---------------|--------------------|------------|-----------------|
| Top Prices | | | |
| Toronto | \$ 5.75 | \$ 6.20 | \$ 6.50 |
| Montreal | 6.25 | 6.55 | 6.25 |
| Winnipeg | 5.50 | 6.25 | 5.50 |
| Calgary | 4.50 | 4.25 | 4.50 |
| Edmonton | 4.25 | 4.25 | 4.75 |
| Prince Albert | 3.00 | 3.00 | 3.50 |
| Moose Jaw | 4.00 | 4.00 | 5.50 |
| Saskatoon | 3.50 | 3.75 | 3.50 |

| | | | |
|---------------|------|------|------|
| Prince Albert | 3.00 | 3.50 | 3.50 |
| Moose Jaw | 4.00 | 4.75 | 5.00 |
| Saskatoon | 4.00 | 4.10 | 4.25 |

BACON HOGS.

| | | | |
|---------------|---------|---------|---------|
| Toronto | \$ 8.40 | \$ 8.15 | \$ 9.35 |
| Montreal | 8.50 | 8.60 | 9.40 |
| Winnipeg | 7.75 | 7.75 | 8.00 |
| Calgary | 7.50 | 7.50 | 8.00 |
| Edmonton | 7.50 | 7.50 | 8.40 |
| Prince Albert | 7.50 | 7.50 | 8.10 |
| Moose Jaw | 7.50 | 7.50 | 8.25 |
| Saskatoon | 7.55 | 7.55 | 8.10 |

(1) Montreal and Winnipeg hogs sold on a "fed and watered" basis. All others "off trucks."

GOOD LAMBS.

| | | | |
|---------------|---------|---------|---------|
| Toronto | \$ 8.50 | \$ 8.25 | \$ 7.25 |
| Montreal | 7.60 | 7.25 | 6.50 |
| Winnipeg | 6.75 | 6.25 | 5.50 |
| Calgary | 5.50 | 5.50 | 5.25 |
| Edmonton | 5.75 | 5.75 | 5.25 |
| Prince Albert | 5.50 | 5.50 | 4.25 |
| Moose Jaw | 6.00 | 5.85 | 5.00 |
| Saskatoon | 5.65 | 5.50 | 4.75 |

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics)

WESTERN DRESSED MEATS

NEW YORK, PHILA., BOSTON.

| | | | | |
|-----------------|--------------------------------|-----------|-------|-------|
| STEERS, carcass | Week ending Oct. 10, 1936..... | 8,844 1/2 | 2,894 | 2,880 |
| COWS, carcass | Week previous..... | 8,942 1/2 | 2,782 | 2,763 |
| BULLS, carcass | Same week year ago..... | 9,771 | 2,292 | 2,021 |
| VEAL, carcass | Week ending Oct. 10, 1936..... | 2,141 | 1,577 | 1,834 |
| LAMB, carcass | Week previous..... | 2,116 | 2,048 | 1,794 |
| MUTTON, carcass | Same week year ago..... | 2,660 | 1,688 | 2,189 |
| PORK CUTS, lbs. | Week ending Oct. 10, 1936..... | 185 1/2 | 566 | 10 |
| BEEF CUTS, lbs. | Week previous..... | 249 | 667 | 11 |
| CATTLE, head | Same week year ago..... | 246 1/2 | 559 | 17 |
| CALVES, head | Week ending Oct. 10, 1936..... | 14,765 | 2,427 | 729 |
| HOGS, head | Week previous..... | 13,621 | 1,893 | 661 |
| SHEEP, head | Same week year ago..... | 13,632 | 1,961 | 568 |

LOCAL SLAUGHTERS

| | | | |
|--------------------------------|--------|--------|-------|
| Week ending Oct. 10, 1936..... | 0,051 | 1,549 | ..... |
| Week previous..... | 8,204 | 1,618 | ..... |
| Same week year ago..... | 7,368 | 2,379 | ..... |
| Week ending Oct. 10, 1936..... | 15,005 | 2,059 | ..... |
| Week previous..... | 17,098 | 2,121 | ..... |
| Same week year ago..... | 14,165 | 2,472 | ..... |
| Week ending Oct. 10, 1936..... | 49,139 | 14,342 | ..... |
| Week previous..... | 49,528 | 14,176 | ..... |
| Same week year ago..... | 38,273 | 9,887 | ..... |
| Week ending Oct. 10, 1936..... | 56,160 | 3,127 | ..... |
| Week previous..... | 58,701 | 3,197 | ..... |
| Same week year ago..... | 64,363 | 6,543 | ..... |

NEW YORK LIVE STOCK

Receipts week ended Oct. 10, 1936:

| | Cattle. | Calves. | Hogs. | Sheep. |
|---------------|---------|---------|--------|--------|
| Jersey City | 4,888 | 10,737 | 6,120 | 31,146 |
| Central Union | 1,265 | 1,598 | 1,124 | 11,374 |
| New York | 71 | 2,025 | 22,152 | 5,101 |
| Total | 6,224 | 14,360 | 28,272 | ..... |
| Previous week | 6,736 | 14,842 | 26,979 | 33,444 |
| Two weeks ago | 6,293 | 13,914 | 21,595 | 54,432 |

PACIFIC COAST LIVESTOCK

Receipts five days ended Oct. 9, 1936:

| | Cattle. | Calves. | Hogs. | Sheep. |
|---------------|---------|---------|-------|--------|
| Los Angeles | 5,799 | 2,301 | 965 | 4,839 |
| San Francisco | 1,315 | 190 | 1,900 | 1,810 |
| Portland | 1,900 | 565 | 3,700 | 2,825 |

DIRECTS—Los Angeles: Cattle, 68 cars; hogs, 101 cars; sheep 118 cars. San Francisco: Cattle, 135 head; hogs, 2,100 head; sheep, 2,265 head.

KENNETT-MURRAY
Livestock Buying Service
THE KEY TO SATISFACTION

Detroit, Mich. Cincinnati, O. Dayton, O. Omaha, Neb.
Indianapolis, Ind. La Fayette, Ind. Louisville, Ky.
Nashville, Tenn. Sioux City, Ia. Montgomery, Ala.

LIVE STOCK BUYERS
HOGS
CALVES
LAMBS

I. Duffey & Son Co.
LAGRO, INDIANA

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods.

RECEIPTS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---------------------|---------|---------|---------|--------|
| Mon., Oct. 5..... | 26,372 | 4,471 | 13,290 | 22,544 |
| Tues., Oct. 6..... | 7,207 | 2,281 | 13,118 | 9,740 |
| Wed., Oct. 7..... | 7,141 | 1,096 | 13,520 | 6,854 |
| Thurs., Oct. 8..... | 7,724 | 1,119 | 14,216 | 10,739 |
| Fri., Oct. 9..... | 1,778 | 360 | 9,950 | 6,786 |
| Sat., Oct. 10..... | 1,000 | 100 | 3,000 | 4,000 |
| Total this week.... | 49,875 | 9,840 | 69,134 | 60,663 |
| Previous week..... | 51,559 | 10,273 | 55,664 | 69,567 |
| Year ago..... | 49,781 | 8,043 | 49,628 | 72,118 |
| Two yrs. ago..... | 59,939 | 16,060 | 100,052 | 86,409 |

*Including 7,965 government cattle, 5,966 government calves and 3,287 government sheep.

SHIPMENTS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---------------------|---------|---------|--------|--------|
| Mon., Oct. 5..... | 2,620 | 487 | 2,671 | 1,600 |
| Tues., Oct. 6..... | 3,868 | 290 | 1,697 | 5,284 |
| Wed., Oct. 7..... | 4,413 | 358 | 1,404 | 2,459 |
| Thurs., Oct. 8..... | 2,956 | 482 | 849 | 2,591 |
| Fri., Oct. 9..... | 1,654 | 190 | 2,605 | 3,035 |
| Sat., Oct. 10..... | 100 | — | 100 | — |
| Total this week.... | 15,591 | 1,825 | 9,326 | 15,969 |
| Previous week..... | 17,987 | 1,857 | 9,188 | 9,118 |
| Year ago..... | 15,257 | 1,657 | 12,448 | 9,845 |
| Two years ago..... | 19,194 | 1,273 | 12,558 | 19,394 |

Total receipts for October and year to date.

| | —October— | —Year— |
|----------|-----------|--------|
| | 1936 | 1935 |
| Cattle * | 56,857 | 67,670 |
| Calves | 11,758 | 11,740 |
| Hogs | 88,977 | 72,249 |
| Sheep | 88,098 | 92,125 |

WEEKLY AVERAGE PRICE OF LIVESTOCK.

| | Cattle. | Hogs. | Sheep. | Lambs. |
|------------------------------|---------|---------|----------|--------|
| Week ended Oct. 10...\$ 9.15 | \$ 9.80 | \$ 8.10 | \$ 88.65 | |
| Previous week..... | 9.32 | 9.55 | 3.06 | 9.00 |
| 1935 | 10.52 | 10.40 | 3.75 | 9.50 |
| 1934 | 7.75 | 5.90 | 1.75 | 6.10 |
| 1933 | 5.50 | 4.80 | 2.25 | 6.90 |
| 1932 | 7.40 | 3.65 | 1.65 | 5.35 |
| 1931 | 8.40 | 5.20 | 2.10 | 6.30 |

Av. 1931-1935.....\$ 7.90 \$ 6.00 \$ 2.30 \$ 6.85

SUPPLIES FOR CHICAGO PACKERS.

| | Cattle. | Hogs. | Sheep. |
|-------------------------|---------|---------|--------|
| Week ended Oct. 10..... | 34,284 | 59,808 | 44,694 |
| Previous week..... | 34,110 | 46,624 | 57,754 |
| 1935 | 34,631 | 37,189 | 63,129 |
| 1934 | 33,587 | 73,330 | 60,402 |
| 1933 | 34,900 | 102,400 | 65,000 |
| 1932 | 33,731 | 80,567 | 73,787 |

*Does not include cattle bought for F. S. R. C.

HOG RECEIPTS, WEIGHTS AND PRICES.

| No. | Avg. | —Prices— |
|--------------------|---------|-----------------|
| Rec'd. d. | wt. | Top. Av. |
| 69,100 | 236 | 10.55 \$ 9.80 |
| Previous week..... | 53,664 | 242 10.50 9.55 |
| 1935 | 49,628 | 250 11.25 10.49 |
| 1934 | 100,052 | 228 6.40 5.90 |
| 1933 | 111,291 | 244 5.55 4.80 |
| 1932 | 93,226 | 241 4.00 3.65 |
| 1931 | 150,180 | 225 5.70 5.20 |

Av. 1931-1935.....100,900 237 \$ 6.00 \$ 6.00

Receipts and average weight for week ending Oct. 10, 1936 estimated.

CHICAGO HOG SLAUGHTERS.

Hogs slaughtered at Chicago under federal inspection for week ended Friday, Oct. 9, 1936:

| Week ended Oct. 9, 1936..... | 66,007 |
|------------------------------|---------|
| Previous week..... | 57,141 |
| Year ago..... | 38,999 |
| 1934 | 103,113 |

CHICAGO HOG PURCHASES.

Supplies of hogs purchased by Chicago packers and shippers week ended Thursday, Oct. 15, 1936:

| Week ended October 15. | Prev. week. |
|---------------------------|---------------|
| Packers' purchases | 50,137 38,660 |
| Direct to packers..... | 21,271 15,639 |
| Shippers' purchases | 9,125 9,094 |
| Total | 80,533 63,393 |

DROUGHT HIDES SOLD

Bids opened October 15 by the FSCC at Washington, D. C., on 161,352 drought cattle hides, 14,601 kips and 23,817 calfskins, divided into 56 lots and identified by Catalogue No. 12, resulted in awards on the greater part of the offerings. Bids were declined on about 40,000 hides and 8,206 kips, including a number of small lots on which no bids were received.

Included in the awards were 5,000 packer branded cows at 9.71 to A. C. Lawrence Leather Co., and 12,498 at 9.53 to H. Elkan & Co., who also secured 15-942 packer light native cows at 9.77 when 1,500 more went to American Hide & Leather Co. at 10.00; 4,250 No. 2 light native cows went at 8.95 to J. C. Andresen & Co., all stored at Sioux City, Iowa.

H. Elkan & Co. was awarded 6,832 packer No. 1 light branded steers at 9.38, and 1,416 No. 2's went to Armand Schmoll, Inc. at 8.45; 11,363 small packer No. 1 light branded steers sold to H. Elkan & Co. at 9.03, and 5,014 No. 2's at 8.03; 4,379 No. 1 small packer extra light native steers sold to H. Elkan at 9.27, and 9,568 No. 2's at 8.03, all stored at Clintondale, N. Y.

A. C. Lawrence & Co. was awarded 25,000 packer No. 1 light native cows at 10.10, and 2,500 No. 2's went to Armand Schmoll, Inc. at 9.26; 4,000 packer No. 2 branded cows sold to J. C. Andresen & Co. at 8.70, these hides being stored at Medina, N. Y.

N. Y. HIDE FUTURE MARKETS

Saturday, Oct. 10, 1936—No session.
Monday, Oct. 12, 1936—Holiday.

Tuesday, Oct. 13, 1936—Close: Dec. 11.58 sale; Mar. 11.89 sale; June 12.19@12.21; Sept. 12.49 n; sales 44 lots. Closing 6@9 lower.

Wednesday, Oct. 14, 1936—Close: Dec. 11.60 sale; Mar. 11.90@11.92; June 12.20@12.25; Sept. 12.54@12.57; sales 3 lots. Closing 1@5 higher.

Thursday, Oct. 15, 1936—Close: Dec. 11.46@11.52; Mar. 11.78@11.83; June 12.08@12.15; Sept. 12.38 n; sales 32 lots. Closing 12@16 lower.

Friday, Oct. 16, 1936—Close: Dec. 11.56@11.60; Mar. 11.90 sale; June 12.20@12.25; Sept. 12.54@12.57; sales 10 lots. Closing 10@12 higher.

Careless work in hog scalding costs money. Read "PORK PACKING," The National Provisioner's pork plant handbook.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Oct. 16, 1936, with comparisons, are reported as follows:

PACKER HIDES.

Week ended Oct. 16. Prev. week. Cor. week, 1935.

| | | | | | |
|---------------|---------------------|----------|-----|---------------|-----------|
| Spr. nat. | strs.....15 | @15 1/2n | 15 | @15 1/2n | @16 1/2 |
| Hvy. nat. | strs.....14 1/2@15 | | | @15ax | @16 |
| Hvy. Tex. | strs..... | @15ax | @15 | | @15 |
| Hvy. butt. | brnd'd strts. @15ax | | | @15 | @15 |
| Hvy. Col. | strs.....@14 1/2ax | | | @14 1/2 | @14 1/2 |
| Ex-light Tex. | strs.....@11 1/2 | | | @11 1/2 | @11 1/2 |
| Brd'n'd cows. | strs.....@11 1/2 | | | @11 1/2 | @11 1/2 |
| Hvy. nat. | cows.....@13 | | | @13 | 14 1/2@15 |
| Lt. nat. | cows.....@11 1/2 | | | @11 1/2 | @12 1/2 |
| Nat. bulls. | 10@10 1/2 | | | 10 1/2@11 1/2 | 11@11 1/2 |
| Brnd'd bulls. | 9@9 1/2 | | | 9@9 1/2 | @10 |
| Calfskins | 20@21 1/2 | | | 20@21 1/2 | 19@23 |
| Kips, nat. | 6@16 1/2 | | | 6@16 1/2 | 16 1/2@17 |
| Kips, ov.vt. | 6@15 | | | 6@15 | @15 1/2 |
| Kips, brnd'd. | 6@13 1/2 | | | 6@13 1/2 | 13 1/2@14 |
| Slunks, reg. | 6@1.05 | | | 6@1.05 | @1.05 |
| Slunks, hrs. | 40@45 | | | 40@45 | 35@40 |

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.

| | | | | | |
|-----------------------|---------------|-----------|-----------|-----------|-----------|
| Nat. all-wts. | 10 1/2@11 1/2 | 11 | @11 1/2 | 12 | @12 1/2 |
| Branded.....10 1/2@11 | 10 1/2@11 | 10 1/2@11 | 11@11 1/2 | 11@11 1/2 | 11@11 1/2 |
| Nat. bulls. | 8 1/2@9 | 9@9 1/2 | 9@9 1/2 | 10@10 | 10@10 |
| Brnd'd bulls. | 7 1/2@8 | 8@8 1/2 | 8@8 1/2 | 9@9 | 9@9 |
| Calfskins | 17@17 | 17@17 | 17@17 | 17@19 | 17@19 |
| Kips.....14@14 1/2 | 14@14 1/2 | 14@14 1/2 | 15 1/2@16 | 15 1/2@16 | 15 1/2@16 |
| Slunks, reg. | 8@9 1/2 | 8@9 1/2 | 8@9 1/2 | 8@9 1/2 | 8@9 1/2 |
| Slunks, hrs. | 25@35 | 25@30 | 25@30 | 25@30 | 25@30 |

COUNTRY HIDES.

| | | | |
|--------------------------|-----------|-----------|-------------|
| Ivy. steers. | 8@8 1/2 | 8@8 1/2 | 9@9 1/2 |
| Ivy. cows. | 8@8 1/2 | 8@8 1/2 | 9@9 1/2 |
| Buffs. | 9@9 1/2 | 9@9 1/2 | 9 1/2@10 |
| Extremes.....10@10 1/2 | 10@10 1/2 | 10@10 1/2 | 10 1/2@11 |
| Bulls.....6 1/2@7 | 6 1/2@7 | 6 1/2@7 | 7 1/2@7 1/2 |
| Calfskins.....12 1/2@13 | 12 1/2@13 | 12 1/2@13 | 13@13 1/2 |
| Kips.....6@11 1/2 | 6@11 1/2 | 6@11 1/2 | 12@12 1/2 |
| Light calfs. | 80@1.00 | 80@1.00 | 70@8 1/2 |
| Deacons. | 80@1.00 | 80@1.00 | 70@8 1/2 |
| Slunks, reg. | 65@7 1/2 | 65@7 1/2 | 65@7 1/2 |
| Slunks, hrs. | 10@15 | 10@15 | 10@15 |
| Horsehides.....3.10@3.80 | 3.10@3.80 | 3.60@4.15 | |

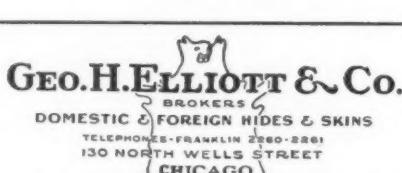
SHEEPSKINS.

| | | | |
|-----------------------------|---------------|-----------|-----------|
| Ikr. lambs..... | ..... | ..... | 1.55@1.65 |
| Sm. pkr. lambs..... | 1.25@1.35 | 1.20@1.25 | 1.10@1.35 |
| Pkr. shearlings.....@.95 | @.95 | @.95 | @.95 |
| Dry pelts.....18 1/2@19 1/2 | 18 1/2@19 1/2 | 16@16 1/2 | 16@16 1/2 |

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended October 10, 1936, were 4,350,000 lbs.; previous week, 3,901,000 lbs.; same week last year, 4,867,000 lbs.; from January 1 to October 10 this year, 166,565,000 lbs.; same period a year ago, 196,242,000 lbs.

Shipment of hides from Chicago for the week ended October 10, 1936, were 5,361,000 lbs.; previous week, 5,383,000 lbs.; same week last year, 5,036,000 lbs.; from January 1 to October 10 this year, 167,816,000 lbs.; same period a year ago, 234,363,000 lbs.



WE are in the market for small packer hides. Give month of take-off, average weight, percentage of steers and cows, natives and brands.

HIDES AND SKINS ★

WEEKLY MARKET REVIEW

Chicago

PACKER HIDES.—There has been a fairly good demand this week for packer heavy native cows and light native cows at steady prices and trading was confined almost entirely to these two descriptions. Total movement, so far, has been about 50,000 hides, a fair week's business considering the very heavy movement of the previous two weeks.

Early in the week, news came to light of a quiet sale late previous week of 4,000 native steers by one packer at about $\frac{1}{4}$ c reduction. These good summer native steers have been rather sluggish recently, due to lack of buying by belting and specialty leather tanners. Sole leather tanners prefer branded steers, since they get a greater proportion of heavies.

Buyers reduced their ideas $\frac{1}{2}$ c on steers, following news of this sale, but packers have not been inclined to accept lower bids, especially in view of the opinion expressed by speakers at the annual meeting of the Tanners' Council here this week that hide prices next year will probably be higher.

One packer, as mentioned above, sold 4,000 native steers late last week to figure slightly better than $14\frac{3}{4}$ c, or about $\frac{1}{4}$ c off; bids of $14\frac{1}{2}$ c reported, with 15c asked. Extreme light native steers moved late last week at $12\frac{1}{2}$ c.

Butt branded steers last sold at 15c and Colorados $14\frac{1}{2}$ c, previous week. Heavy Texas steers last sold at 15c, light Texas steers at $13\frac{1}{2}$ c, and extreme light Texas steers $11\frac{1}{2}$ c.

All packers sold a total of 16,350 heavy native cows this week, mostly Sept.-Oct. take-off at 13c, steady; one packer included a few Junes in a car at $\frac{1}{2}$ c discount; Association sold 1,000 Oct. at 13c. All packers moved a total of 21,600 light native cows early in week at $11\frac{3}{4}$ c, steady; offerings since confined to straight northerns. Association sold 2,000 Oct. light cows at $11\frac{3}{4}$ c. Branded cows last sold previous week at $11\frac{1}{2}$ c. Good interest late this week in light cows and branded cows at $\frac{1}{4}$ c less.

Association sold 1,500 Sept.-Oct. native bulls at 10c; packers ask $10\frac{1}{2}$ c, their last trading price.

Late last week two outside packers moved about 20,000 light native and branded cows at steady prices; another sold 10,000 Oct. hides, obtaining 15c for native steers, 13c for extreme light natives, and steady prices for other descriptions.

Federally inspected cattle slaughter for the nine months ended September 30th was the largest since 1918. Total production of leather shows a good increase over the past six years, as does also consumption of leather. Shoe production this year appears on the way to

a new record but, according to reports, shoes have been moving at a similar rate.

OUTSIDE SMALL PACKER HIDES.

—Offerings of outside small packer all-weight natives are more liberal around $11@11\frac{1}{4}$ c, with buying interest lighter. Buyers report some sales at $10\frac{3}{4}$ c, selected, f.o.b. nearby shipping points, brands $\frac{1}{2}$ c less, but generally have ideas around $10\frac{1}{2}$ c. Chicago take-off $11\frac{1}{4}$ c @ $11\frac{1}{2}$ c nom.

PACIFIC COAST.—Last confirmed trade on Pacific Coast market was at 12c for steers and $9\frac{1}{2}$ c for cows, flat, f.o.b. shipping points, a month back, although some packers intimate there has been some quiet trading since. September hides are unsold, with 13c and 10c asked recently.

FOREIGN WET SALTED HIDES.—South American market rather quiet, following a fair movement previous week. One lot of 2,500 LaPlatas was reported late last week at 80 pesos, equal to 13c, c.i.f. New York, steady with earlier trading; 4,000 Argentine steers sold early this week same basis.

COUNTRY HIDES.—Trading has been rather light in the country market, which feels the effect of the drought hide offerings more than the packer market. The prices obtained this week for drought hides were generally considered about in line with the quality of such hides and, while country hides are not actually weaker, such drought hides undoubtedly replace a considerable potential market for country stock. Untrimmed all-weights are generally quoted around $8\frac{1}{2}$ c, selected, delivered Chicago, with trimmed $8\frac{1}{2}$ @9c. Trimmed heavy steers and cows have been selling $8@8\frac{1}{4}$ c, flat. Trimmed buffs quoted $9@9\frac{1}{4}$ c, with some sales mentioned at inside price. Extremes quoted $10@10\frac{1}{4}$ c, trimmed, top generally asked. Bulls around $6\frac{1}{2}$ @7c; glues $6\frac{1}{2}@6\frac{1}{2}$ c. All-weight branded around $7\frac{1}{2}$ c, flat.

CALFSKINS.—Packers cleaned out their Sept. calfskin production previous week, at 21c for northern heavies $9\frac{1}{2}/15$ lb., $21\frac{1}{2}$ c for Detroit, Cleveland and Evansville heavies, usual premium for those points; River point heavies sold at 20c, and lights under $9\frac{1}{2}$ lb. moved at 21c for some points but mostly later at $21\frac{1}{2}$ c. Market well sold up and considered fairly firm.

Two collectors each sold a car Chicago city $8/10$ lb. calfskins this week at 18c, or $\frac{1}{2}$ c advance; bids of 17c reported for $10/15$ lb., with $17\frac{1}{2}$ c asked, or a similar advance. Outside cities, $8/15$ lb., quoted around $17\frac{1}{4}@17\frac{1}{2}$ c; mixed cities and countries around $15\frac{1}{2}$ c; straight countries $12\frac{1}{2}@13$ c flat. Chicago city light calf and deacons \$1.35 last paid and bid, \$1.40 asked.

KIPSKINS.—Packers moved their Sept. native kipskins last week at $16\frac{1}{2}$ c for northerns and $15\frac{1}{2}$ c for southerns. One packer, who usually sells month's production intact, accepted 15c for northern over-weights, southerns 1c less, and $13\frac{1}{2}$ c for brands; others have been asking $\frac{1}{2}$ c advance, and one packer booked small Sept. production of brands to tanning account.

Chicago city kipskins are offered at $14\frac{1}{2}$ c, with 14c last paid. Outside cities around 14c, nom.; mixed cities and countries $12\frac{1}{2}@13$ c; straight countries about $11\frac{1}{2}$ c flat.

Big packers moved their Sept. regular slunks previous week at \$1.05 and well cleaned up. Hairless have been moving at $35@45$ c.

HORSEHIDES.—Market continues about unchanged, offerings being ample for the demand. Choice city renderers, with full manes and tails, quoted \$3.70 @ 3.80 , f.o.b. nearby points; ordinary trimmed renderers \$3.40 @ 3.55 , delivered Chicago; mixed city and country lots \$3.10 @ 3.25 , Chicago.

SHEEPSKINS.—Dry pelts quoted $18\frac{1}{2}@19$ c per lb., delivered Chicago, for full wools. Production of shearlings is extremely light now and some houses have very little to offer but buying interest is also light; market generally quoted 95c for No. 1's, 75c for No. 2's and 50c for No. 3's. However, one packer continues to report sales at higher levels, with one car this week at \$1.15, 85c and 55c, presumably for better than ordinary stock. Pickled skins have been strong, with Oct. skins well sold up, and some Nov. skins also, at $6.12\frac{1}{2}@6.25$ per doz., and \$6.50 per doz. is now asked. Big packer lamb pelts quoted around \$2.00 per cwt. live lamb for Oct. pelts. Outside small packer pelts \$1.25 @ 1.35 each, according to quality and section.

New York

PACKER HIDES.—As previously reported, three packers moved their Sept. native steers earlier at $15\frac{1}{2}$ c, and Colorados at $14\frac{1}{2}$ c; one car Sept. butt brands has sold at 15c. Market quiet this week, with buying interest light but sellers' ideas apparently unchanged.

CALFSKINS.—Calfskin market quiet but apparently firm at last trading levels. Collectors' 4-5's quotable around \$1.35; 5-7's last sold previous week at \$1.50; 7-9's quoted around \$1.95; 9-12's last sold at \$2.50. Packer 4-5's quoted around \$1.50, and 5-7's around \$1.65; 7-9's last sold at \$2.20, 9-12's at \$2.75, and 17 lb. up kips at \$3.55.

WEEKLY HIDE IMPORTS

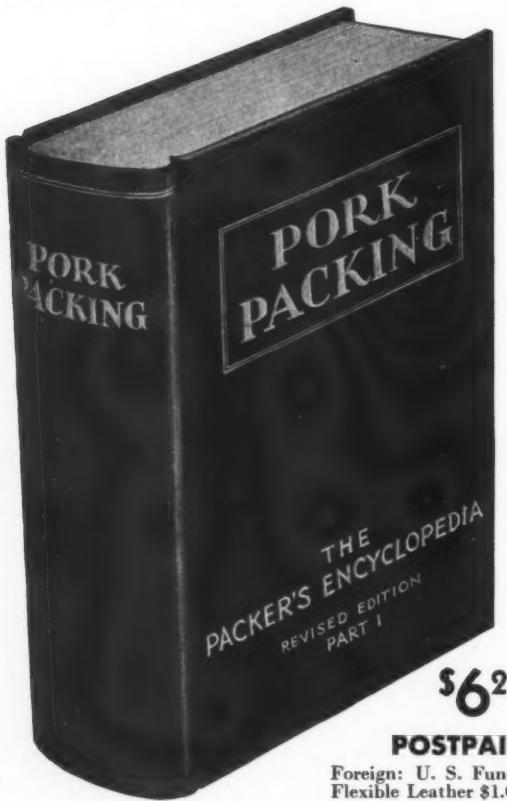
Imports of cattle hides at leading U. S. ports for week ended October 3:

| Week Ending | New York | Boston | Phila. |
|----------------|-----------|--------|--------|
| Oct. 3, 1936 | 50,994 | ..... | ..... |
| Sept. 26, 1936 | 3,204 | 1,189 | ..... |
| Sept. 19, 1936 | 17,644 | 1,129 | ..... |
| Sept. 12, 1936 | 37,792 | 75 | ..... |
| Total 1936 | 1,572,282 | 65,292 | 65,377 |
| Oct. 5, 1935 | 65,533 | ..... | ..... |
| Sept. 28, 1935 | 37,853 | ..... | ..... |

Week ending October 17, 1936

THE ANSWER TO YOUR Pork Packing Problems

will be found in this 360-page book. It is filled from cover to cover with practical ways of overcoming difficulties encountered in day-to-day operation of the pork packing division of the meat plant. Special emphasis has been placed on figuring of tests and 100 pages of tables showing results are included. "Pork Packing" explains how you can apply the results to your operations. Savings in better, more efficient operation which can be effected when the lessons contained in this volume are applied will pay for the cost of the book many times over.



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Up and Down the

MEAT TRAIL

Meat Packing 40 Years Ago

(From The National Provisioner, Oct. 17, 1896.)

Celebration of repeal of the corn laws in England was featured in one village by service of a huge pie which contained 1,120 lbs. of beef, 180 lbs. of veal, 112 lbs. mutton and 60 lbs. of lamb. The crust was made of 1,120 lbs. of flour and 160 lbs. of lard. Gross weight of the pie and the dish in which it was baked was 35 cwt., and a special oven was built for it.

Alexander Hasbrouck, Highland, N. Y., and Joseph Kelly, New York City, purchased the Velie Packing House, Poughkeepsie, N. Y.

Omaha Cattle Loan Co., of Kansas City and Omaha, was organized with a capital of \$500,000 for the purpose of loaning money to owners of cattle and engaging in sale of cattle securities. Kansas City directors were L. E. James, James Fennell and Daniel Fennell, all of Armour Packing Co. Other directors were P. A. Valentine, Chicago, and F. H. Davis, John J. Roche, John A. McShane and W. A. Paxton of Omaha.

Much uneasiness was evident in the Eastern retail meat trade by the entry of a large New York department store into the retail meat business, with the rumor spread broadcast that a large packer was interested financially in the Siegel-Cooper Co., the department store concerned. *The National Provisioner* was authorized by this packer to say that in no way, either directly or indirectly, had they any financial interest in or connection with the department store in question or with any other in any part of the country.

Mountain City Packing Co., Chattanooga, Tenn., was incorporated by J. W. Evans, W. J. Willingham, Fred J. Wallace and others, to conduct a general packing business.

Eastern Beef Co. was organized at Bridgeport, Conn., with slaughtering establishment in Kansas City, to engage in wholesale beef business.

Meat Packing 25 Years Ago

(From The National Provisioner, Oct. 21, 1911.)

Three large Canadian meat packing companies formed a merger under the name of Matthews, Laing, Limited, with a capital of \$5,000,000. Companies included in the merger were George Matthews, Limited, with plants at Hull, Peterboro and Brantford; Laing Packing & Provision Co., Limited, of Montreal, and the Park-Blackwell Co. of Toronto. W. E. Matthews was named president of the merged companies.

American National Livestock Association expressed strenuous objection to free import of South American meats or of any other foreign meats, livestock or meat products. Protection of products of the association from foreign competition was considered of first importance.

Nagle Packing Co., Jersey City, N. J., received permit for alteration of its plant.

John Morrell & Co. purchased property at Spokane, Wash., for erection of a cold storage warehouse.

A. C. Hofmann & Sons, Syracuse, N. Y., were incorporated with capital stock of \$20,000, to deal in sausages, lard, provisions, etc., with A. C. Hofmann and N. L. Hofmann incorporators.

Blumer-Sartain Packing Co., Columbus, O., incorporated in 1907, offered remainder of its capital stock of \$73,000 for subscription at par. Company succeeded Blumer & Sartain, formed in 1891.

An ozonator for deodorizing air was offered in the meat industry by the General Electric Co. This was an apparatus designed to generate ozone economically.

Chicago News of Today

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 32,105 cattle, 4,888 calves, 44,807 hogs and 20,105 head of sheep.

The meat industry lost another of its prominent figures last week with the passing of Major Erwin Lewis Roy, of Glencoe, Ill., on October 10. Major Roy was a former well-known provision

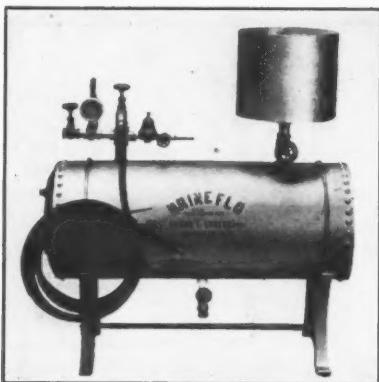
broker and a member of the Chicago Board of Trade, having served as director for three years. He was 64 years old. Major Roy was born in Lancaster, Pa., and started in the packing industry with Armour and Company at Chicago. He was later associated with Roberts & Oake. In 1913 he

joined Albert E. Cross in the firm of Cross, Roy & Saunders, at that time the leading firm in the provision trade. He sold out his interests in 1917 when called to Washington by Herbert Hoover as one of his lieutenants in the Food Administration, where he was in charge of allocation of government orders to packers. After the war, in December, 1918, he renewed his association with Mr. Cross and Mr. Saunders. The firm later became Cross, Roy, Eberhart & Harris and so continued until 1928, when its cash provision and cold storage interests were

EXHIBITS DRAW CROWDS

Scene at Packers Convention at the Blackstone as packer visitors view the show.





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No Worn Bearings
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No Leaking Packings
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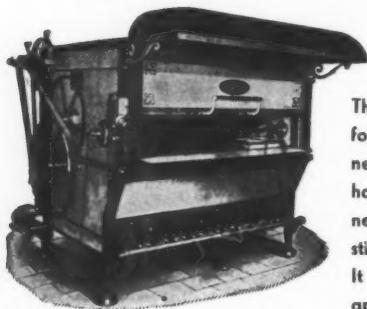
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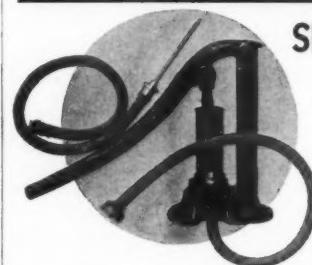
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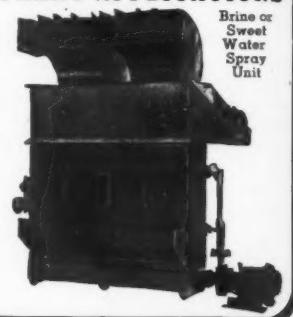
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disposed of. It then became Cross, Roy & Harris, devoting its attention to grain trading. Major Roy retired in 1927. Major Roy is survived by his widow, Mrs. Esther Roy, and two sisters, Florence Roy Betts, Shamokin, Mass., and Sue Roy Gorham, Lancaster, Pa. The funeral was held at the Glencoe Union Church on Monday.

George L. Raymer, 62, former head of the insurance department of the Cudahy Packing Co., passed away in Chicago on October 11. Since 1920 he had handled all Cudahy insurance through his own agency, guarding its interests as carefully as when a member of the company's staff. Mr. Raymer entered the employ of the Cudahy company as a stenographer in 1899. By 1906 he had advanced to head of the insurance department and continued in that capacity until 1920, when he resigned to form his own agency. Mr. Raymer was well known and greatly loved throughout the organization.

M. A. Jackson of Meyer & Bush Co., Newark, N. J. wholesale meat dealers, was a visitor in Chicago this week.

Carl Symonds, sales manager, Agar Packing & Provision Co., was out of the city this week attending the funeral of his mother. The sympathy of the trade is extended to Mr. Symonds in his bereavement.

Jan Bonsma, from the Union of South Africa, was a visitor at the National Live Stock and Meat Board this week. Mr. Bonsma is making a study of meat education and promotional methods.

A. K. Mitchell, Bell Ranch, N. M., president of the American National Live Stock Association, and a director of the National Live Stock and Meat Board, was a visitor in Chicago this week and a speaker at the convention.

Dr. Hugh McPhee of the U. S. Bureau of Animal Industry was a Chicago visitor during the week.

Paul R. Hershman, 66 years old, a chemist employed for many years in the laboratory of Armour and Company, died this week after a long illness. He had been a resident of Chicago for 29 years.

Louis B. Dodd, beef department, Armour and Company, was married last week to Miss Helen E. Krisnak in New York City. They are motoring to Gulfport, Miss., and will spend the next three weeks at that point and New Orleans.

1930 he joined the Figge & Hutwelker organization where he was highly regarded. He enjoyed a wide circle of friends in the meat industry and was considered among the best practical packinghouse executives. He is survived by his widow and leaves one son, William.

Andrew Terry, vice president, and Sol Lupoff, sales department, Mongolia Importing Co., New York, sailed on the S.S. Normandie, October 14, for a three weeks tour of Europe.

W. R. Brown and Paul Ware, both of the legal department, Wilson & Co., Chicago, visited New York during the past week.

Leo Nejelski, advertising department, Swift & Company, Chicago, was a visitor to New York last week.

Meat, fish and poultry seized and destroyed by the health department of the city of New York during the week ended October 10, 1936, were as follows: Meat—Brooklyn, 7 lbs.; Manhattan, 390 lbs.; Bronx, 6 lbs.; Queens, 18 lbs.; Total, 421 lbs. Fish—Manhattan, 175 lbs. Poultry—Manhattan, 18 lbs.

Countrywide News Notes

Gregson & Gregson Dressed Meat Co. is a new Jonesboro, Ark., firm which will purchase and slaughter livestock and ship meat. Bert F. and T. P. Gregson are managers.

Regional Beef Co. has been incorporated at Cambridge, Mass., with capital of \$100,000. Harold Kepnes is president and Nathan Kepnes is secretary.

Busley Bros. Co., South Dodge City, Kan., is tripling the size of its ammonia compressor and enlarging its cooler.

Fire brigade of Armour and Company plant at Jersey City, N. J., defeated fire-fighting units of eight other concerns at a recent "emergency" contest. Officials of the professional fire department were the judges.

Northern Beef & Supply Co., Albany, N. Y., has been granted a charter to do a general grocery and meat supply business.

Edward J. Murphy, cattle buyer for Armour and Company at East St. Louis, died there on October 10. He had been associated with the firm for 31 years, entering its employ in 1905 as a messenger boy.

Abraham Bros. Packing Co., Memphis, Tenn., has purchased eight and one half acres adjacent to its present plant for future expansion as needed. For the present the tract will be used for recreational purposes. Tennis courts and a baseball diamond will be laid out for employees.

Dryfus Packing and Provision Co., Lafayette, Ind., has consolidated with the Bo-Peep Markets, Inc., a chain of meat markets with headquarters in Indianapolis. The new group will own and operate a chain of meat markets

throughout Indiana, which will purchase meat products from the Dryfus company, ultimately absorbing the whole output of the plant. Officers of the new corporation are W. H. Fryer, president; E. S. Urwitz, vice president, and M. J. Silverman, secretary-treasurer.

ALDEN SWIFT PASSES ON

Alden Brackett Swift, vice president and director of Swift & Company, died on October 13 in the Passavant hospital at Chicago after an illness of several weeks. Private funeral services were held at the home, 209 Lake Shore drive, on October 14.

Mr. Swift was born November 15, 1885, the son of Louis F. and Ida May Butler Swift, in the family home which was then on Emerald ave. between 45th and 46th sts. He attended Lake Forest Academy and on his graduation there traveled for some time in South America, Europe and the Orient.

He began his work with Swift & Company on May 11, 1908, starting, as have most of the members of the family, in the livestock buying end of the business. In 1911 he was brought into the general office in the provision department, working in pork products, and in 1912 was sent to St. Joseph, Mo., where he became manager a few years later.

He returned to Chicago in 1917, and in November of that year left the company's service to go to France as a captain in the American Red Cross. He remained in France about ten months, when he returned to this country to enlist in the motor transport. The Armistice was signed before he had an opportunity to see further service abroad. Mr. Swift was discharged from service in December, 1918, returning at once to the company's employ.

As vice president he held jurisdiction over all transportation, purchasing and icing operations of the company, and also had charge of six associated packing companies. In addition to his duties with Swift & Company he was vice-president and director of Compania Swift Internacional, a separate corporation with plants in South America and Australia.

He married Lydia Niblack, December 1, 1909, and is survived by his widow and three children, Mrs. Paul Rowan, Narcissa Swift and Nathan B. Swift. Aside from his business duties, Mr. Swift was particularly interested in golf and aviation. While a resident of Missouri he was for two years state golf champion, and has also held the Pacific Coast and Trans-Mississippi golf championships.



New York News Notes

Ferdinand Scharnikow, superintendent, Figge & Hutwelker, Inc., New York, passed away on October 12, in his fifty-fourth year, following an operation a few weeks ago. His death was unexpected, as he appeared to be on the road to recovery and had given every evidence of regaining his health, when a relapse set in. For many years, Mr. Scharnikow was associated with Rohe & Brother. When they dissolved their business in

RETAIL MEAT PRICES

Average of semi-monthly prices at New York and Chicago for all-grades of pork and good grade of other meats in mostly cash and carry stores.

| | NEW YORK. | CHICAGO. | | | |
|--------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| | Sept. 30, 1936 | Sept. 30, 1935 | Sept. 30, 1934 | Sept. 30, 1935 | Sept. 30, 1934 |
| Beef: | | | | | |
| Porterhouse steak | .47 | .47 | .44 | .43 | .39 |
| Sirloin steak | .39 | .40 | .37 | .38 | .33 |
| Round steak ¹ | .38 | .40 | .35 | .33 | .28 |
| Rib roast, 1st 6 cuts | .30 | .34 | .29 | .29 | .24 |
| Chuck roast | .24 | .26 | .26 | .25 | .24 |
| Plate beef | .14 | .16 | .12 | .15 | .11 |
| Lamb: | | | | | |
| Lamb | .30 | .28 | .25 | .29 | .24 |
| Loin chops | .45 | .41 | .36 | .41 | .35 |
| Rib chops | .36 | .34 | .29 | .36 | .30 |
| Stewing | .14 | .12 | .10 | .17 | .13 |
| Pork: | | | | | |
| Cheeks, center cuts | .39 | .40 | .30 | .35 | .28 |
| Bacon, strips | .38 | .43 | .33 | .36 | .31 |
| Bacon, sliced | .43 | .48 | .37 | .43 | .37 |
| Hams, whole | .34 | .35 | .27 | .30 | .25 |
| Picnics, smoked | .24 | .25 | .17 | .23 | .17 |
| Lard | .18 | .24 | .16 | .16 | .14 |

¹Top round at New York.

NEWS OF THE RETAILERS

Walter Montag has engaged in meat business at 2516 W. Vliet st., Milwaukee.

W. O. Hadley has sold Foothill Market, Glendale, Calif., to Thomas L. Totman.

Arthur Gariepy has engaged in meat business at 213 Portage ave., West, Sault Ste Marie, Mich.

Frank A. Buss and Fred Green have purchased Busek's Market in Centralia, Wash.

Al Sandvige has sold Bungalow Meat Market, 3709 Beach Drive, Seattle, Wash., to Ray R. McGonagill.

Donald Kirchoff has engaged in meat business at 3600 W. Lisbon ave., Milwaukee, Wis.

C. H. Barney and Frank Hartley are opening meat market at Laurel, Mont.

William Brander, Marinette, Wis., has purchased Thorwall Ryning store, 1429 Shore Drive.

W. A. Powers has sold his interest in Powers & Finch market to his partner, Hugh Finch, Grand Rapids, Mich.

B. A. Dye will conduct first-class meat market on Water street, Conneautville, Pa., in location of former Conneautville Meat Co.

AMONG NEW YORK RETAILERS

Albert Di Matteo, for many years actively engaged in the retail meat business in the Washington Heights section of New York City died on October 9, following a major operation. At one time Mr. Di Matteo with his brothers conducted a chain of retail meat markets but recently had his own store. He was a past treasurer of the Washington Heights Branch. Funeral was from his late home on October 12. He was 53 years old and is survived by the widow, two daughters and several brothers and

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on October 15, 1936:

| | CHICAGO. | BOSTON. | NEW YORK. | PHILA. |
|-------------------------------------|---------------|-------------|-------------|-------------|
| Fresh Beef: | | | | |
| STEERS, 300-500 lbs. ¹ : | | | | |
| Choice | \$15.00@16.00 | | | |
| Good | 12.50@15.00 | | | |
| Medium | 9.50@12.50 | | | |
| Common (plain) | 8.50@ 9.50 | | | |
| STEERS, 500-600 lbs.: | | | | |
| Prime | 15.00@16.50 | | | |
| Choice | 14.50@15.50 | | | |
| Good | 12.50@15.00 | | | |
| Medium | 9.50@12.50 | | | |
| Common (plain) | 8.50@ 9.50 | | | |
| STEERS, 600-700 lbs.: | | | | |
| Prime | 15.00@15.50 | | | |
| Choice | 14.50@15.00 | | | |
| Good | 12.50@14.00 | | | |
| Medium | 10.50@12.50 | 11.00@13.00 | 11.00@13.00 | 11.00@13.00 |
| STEERS, 700 lbs. up: | | | | |
| Prime | 14.50@15.50 | | | |
| Choice | 13.50@14.50 | | | |
| Good | 12.50@13.50 | | | |
| COWS: | | | | |
| Choice | 9.00@10.00 | 10.00@10.50 | 10.00@10.50 | 10.50@11.50 |
| Good | 8.50@ 9.00 | 9.50@10.00 | 9.00@10.00 | 9.50@10.50 |
| Medium | 8.00@ 8.50 | 9.00@ 9.50 | 8.00@ 9.00 | 8.50@ 9.50 |
| Fresh Veal: | | | | |
| VEAL ² : | | | | |
| Choice | 14.00@15.00 | 16.00@17.00 | 16.00@17.00 | 15.00@16.00 |
| Good | 13.00@14.00 | 15.00@16.00 | 14.00@16.00 | 14.00@15.00 |
| Medium | 11.00@13.00 | 12.50@15.00 | 11.00@14.00 | 12.00@14.00 |
| Common (plain) | 9.00@11.00 | 10.00@12.50 | 10.00@11.00 | 11.00@12.00 |
| CALF³: | | | | |
| Good | 10.50@11.50 | | | |
| Medium | 9.00@10.50 | | | |
| Common (plain) | 8.50@ 9.00 | | | |
| Fresh Lamb and Mutton: | | | | |
| LAMB, 38 lbs. down: | | | | |
| Choice | 14.50@15.00 | 15.50@16.50 | 16.00@16.50 | 15.00@16.00 |
| Good | 14.00@14.50 | 14.50@15.50 | 15.00@16.00 | 14.00@15.00 |
| Medium | 13.00@14.00 | 13.50@14.50 | 14.00@15.00 | 13.00@14.00 |
| Common (plain) | 12.00@13.00 | 12.50@13.50 | 13.00@14.00 | 12.00@13.00 |
| LAMB, 39-45 lbs.: | | | | |
| Choice | 14.50@15.00 | 15.00@16.00 | 15.50@16.00 | 15.00@16.00 |
| Good | 14.00@14.50 | 14.50@15.50 | 14.50@15.50 | 14.00@15.00 |
| Medium | 13.00@14.00 | 13.50@14.50 | 13.50@14.50 | 13.00@14.00 |
| LAMB, 46-55 lbs.: | | | | |
| Choice | 13.50@14.00 | 14.50@15.50 | 14.50@15.50 | 15.00@15.50 |
| Good | 13.00@13.50 | 13.50@14.50 | 14.00@14.50 | 14.00@15.00 |
| MUTTON, Ewe, 70 lbs. down: | | | | |
| Good | 8.00@ 9.00 | 8.50@10.00 | 8.50@10.00 | 9.00@10.00 |
| Medium | 7.00@ 8.00 | 7.00@ 8.00 | 7.00@ 8.50 | 8.00@ 9.00 |
| Common (plain) | 6.00@ 7.00 | 6.00@ 7.00 | 6.00@ 7.00 | 7.00@ 8.00 |
| Fresh Pork Cuts: | | | | |
| LOINS: | | | | |
| 8-10 lbs. av. | 19.00@20.50 | 21.50@22.50 | 20.00@22.00 | 20.00@21.00 |
| 10-12 lbs. av. | 19.00@20.50 | 21.50@22.50 | 20.00@21.50 | 20.00@21.00 |
| 12-15 lbs. av. | 18.00@19.50 | 20.50@21.50 | 19.50@20.00 | 20.00@21.00 |
| 16-22 lbs. av. | 16.50@17.50 | 18.50@19.50 | 18.00@19.00 | 17.50@19.00 |
| SHOULDERS, N. Y. Style, Skinned: | | | | |
| 8-12 lbs. av. | 15.50@16.50 | | | |
| PICNICS: | | | | |
| 6-8 lbs. av. | 16.50@17.50 | | | |
| BUTTS, Boston Style: | | | | |
| 4-8 lbs. av. | 17.50@19.50 | | | |
| SPARE RIBS: | | | | |
| Half Sheets | 14.00@15.00 | | | |
| TRIMMINGS: | | | | |
| Regular | 14.50@15.00 | | | |

¹Includes heifers, 450 lbs. down, at Chicago. ²Includes "skins on" at New York and Chicago. ³Includes sides at Boston and Philadelphia.

sisters. He will be missed in the trade.

A meeting of the Eastern district branch was held at Schwaben Hall October 13 with president Joseph Wagner presiding. The report of the packer retailing controversy was discussed and it was learned that the meeting in Chicago resulted in some progress. The secretary reported that the annual ball of the

branch will be held at Schwaben Hall on February 11.

A business meeting of the Ladies' Auxiliary was held on October 8 at the Hotel McAlpin. A number of suggestions were made and a bus ride to the country home of Mrs. Charles Hembdt is contemplated. A social will be held at the McAlpin on October 22.

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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef

| | Week ended | Cor. week, |
|------------------------|----------------|------------|
| Prime native steers— | Oct. 16, 1936. | 1935. |
| 400-600 | 16 @ 16½ | 18½ @ 19 |
| 600-800 | 15½ @ 16 | 17½ @ 18 |
| 800-1000 | 14½ @ 15½ | 17½ @ 18½ |
| Good native steers— | | |
| 400-600 | 15½ @ 16 | 17 @ 17½ |
| 600-800 | 14½ @ 15½ | 16½ @ 17 |
| 800-1000 | 14 @ 14½ | 16½ @ 17 |
| Medium steers— | | |
| 400-600 | 14½ @ 15 | 14½ @ 15 |
| 600-800 | 14 @ 14½ | 14½ @ 15½ |
| 800-1000 | 13½ @ 14 | 15 @ 15½ |
| Heifers, good, 400-600 | 14½ @ 15 | 15½ @ 16 |
| Cows, 400-600 | 9½ @ 10½ | 8½ @ 11 |
| Hind quarters, choice | @ 20 | @ 23 |
| Fore quarters, choice | @ 13 | @ 15 |

Beef Cuts

| | | |
|-------------------------------|-----------|-----------|
| Steer loins, prime..... | @ 30 | unquoted |
| Steer loins, No. 1..... | @ 28 | @ 33 |
| Steer loins, No. 2..... | @ 27 | @ 30 |
| Steer short loins, prime..... | @ 40 | unquoted |
| Steer short loins, No. 1..... | @ 33 | @ 43 |
| Steer short loins, No. 2..... | @ 23 | @ 38 |
| Steer loin ends (hips)..... | @ 22 | @ 24 |
| Steer loin ends, No. 2..... | @ 22 | @ 23 |
| Cow loins..... | @ 18 | @ 14 |
| Cow short loins..... | @ 21 | @ 16 |
| Cow loin ends (hips)..... | @ 15 | @ 12 |
| Steer ribs, prime..... | @ 19 | unquoted |
| Steer ribs, No. 1..... | @ 18 | @ 24 |
| Steer ribs, No. 2..... | @ 17 | @ 23 |
| Cow ribs, No. 2..... | @ 12 | @ 12 |
| Cow ribs, No. 3..... | @ 10 | @ 9 |
| Steer rounds, prime..... | 15½ @ 15 | unquoted |
| Steer rounds, No. 1..... | 14½ @ 14½ | @ 15 |
| Steer rounds, No. 2..... | 14 @ 14½ | 14½ @ 15 |
| Steer chuck, prime..... | @ 12 | unquoted |
| Steer chuck, No. 1..... | @ 12 | @ 13 |
| Steer chuck, No. 2..... | 11½ @ 11½ | @ 12½ |
| Cow round..... | 12½ @ 12½ | @ 10½ |
| Cow chuck..... | @ 10 | @ 9½ |
| Steer plates..... | @ 9 | 12½ @ 12 |
| Medium plates..... | @ 9 | @ 12 |
| Briskets, No. 1..... | 12½ @ 12½ | @ 16 |
| Steer navel ends..... | @ 8 | 10½ @ 10½ |
| Cow navel ends..... | @ 7 | 8½ @ 8½ |
| Fore shanks..... | @ 8 | @ 8 |
| Hind shanks..... | 5½ @ 5½ | 5 @ 5 |
| Strip loins, No. 1, bms..... | 10 @ 10 | 10 @ 10 |
| Strip loins, No. 2..... | 10 @ 10 | 10 @ 10 |
| Sirloin butts, No. 1..... | 20 | 30 |
| Sirloin butts, No. 2..... | 18 | 19 |
| Beef tenderloins, No. 1..... | 55 | 60 |
| Beef tenderloins, No. 2..... | 40 | 50 |
| Rump butts..... | 11½ @ 11½ | 15½ @ 15½ |
| Flank steaks..... | 20 | 22 |
| Shoulder clods..... | 12 | 14½ |
| Hanging tenderloins..... | 12 | 14 |
| Insides, green, 6@8 lbs..... | 13½ @ 13 | 15 |
| Outsides, green, 5@6 lbs..... | 12½ @ 12½ | 13½ @ 13 |
| Knuckles, green, 5@6 lbs..... | 13½ @ 13 | 13 |

Beef Products

| | | |
|-------------------------|-----------|-----------|
| Brains (per lb.)..... | @ 7 | @ 9 |
| Hearts..... | 10 | 12 |
| Tongues..... | 18 | 21 |
| Sweetbreads..... | 15 | 20 |
| Ox-tail, per lb..... | 8 | 10 |
| Fresh tripe, plain..... | 9 | 10 |
| Fresh tripe, H. C..... | 11½ @ 11½ | 12½ @ 12½ |
| Livers..... | 18 | 18 |
| Kidneys, per lb..... | 10 | 11 |

Veal

| | | |
|---------------------|---------|---------|
| Clinic carcass..... | 14 @ 15 | 16 @ 17 |
| Good carcass..... | 12 @ 13 | 15 @ 16 |
| Good saddles..... | 17 @ 19 | 17 @ 20 |
| Good racks..... | 11 @ 13 | 13 @ 14 |
| Medium racks..... | 9 | 12 |

Veal Products

| | | |
|-------------------|------|------|
| Brains, each..... | @ 9½ | @ 10 |
| Sweetbreads..... | 35 | 35 |
| Calf livers..... | 35 | 35 |

Lamb

| | | |
|---------------------------|------|------|
| Choice lambs..... | @ 17 | @ 16 |
| Medium lambs..... | 15 | 14 |
| Choice saddles..... | 19 | 19 |
| Medium saddles..... | 17 | 17 |
| Choice forces..... | 14 | 13 |
| Medium forces..... | 12 | 12 |
| Lamb fries, per lb..... | 25 | 25 |
| Lamb tongues, per lb..... | 15 | 15 |
| Lamb kidneys, per lb..... | 20 | 20 |

Mutton

| | | |
|----------------------------|-----------|-----------|
| Heavy sheep..... | 6 | 6 |
| Light sheep..... | 8 | 9 |
| Heavy saddles..... | 8 | 9 |
| Light saddles..... | 10 | 11 |
| Heavy forces..... | 4 | 5 |
| Light forces..... | 6 | 7 |
| Mutton legs..... | 11 | 10 |
| Mutton loins..... | 8 | 8 |
| Mutton stew..... | 5 | 5 |
| Sheep tongues, per lb..... | 12½ @ 12½ | 12½ @ 12½ |
| Sheep heads, each..... | 10 | 10 |

Fresh Pork, etc.

| | | |
|---------------------------------------|-----------|------|
| Pork loins, 8@10 lbs. av. | @ 21 | @ 25 |
| Picnic shoulders..... | 14 | 19 |
| Skinned shoulders..... | 16 | 19 |
| Tenderloins..... | 17 | 20 |
| Spare ribs..... | 14 | 18½ |
| Buck fat..... | 13 | 19 |
| Bacon butts..... | 20 | 24 |
| Boneless butts, cellar trim, 2@4..... | 25 | 28 |
| Hocks..... | 11 | 14 |
| Tails..... | 11 | 14 |
| Neck bones..... | 4½ | 8 |
| Shp. bones..... | 13 | 14 |
| Blade bones..... | 12½ @ 12½ | 16 |
| Pig's feet..... | 5 | 7 |
| Kidneys, per lb..... | 9 | 13 |
| Livers..... | 9½ | 16 |
| Brains..... | 8 | 10 |
| Heads..... | 8 | 10 |
| Chitterlings..... | 6 | 7 |

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

| | | |
|---|-----------|-----------|
| Pork sausage, in 1-lb. cartons..... | @ 27 | @ 23½ |
| Country style sausage, fresh in link..... | 21½ | 25½ |
| Country style sausage, smoked..... | 25½ | 28½ |
| Frankfurters, in sheep casings..... | 23½ | 25½ |
| Bologna in beef bungs, choice..... | 17½ | 18½ |
| Liver sausage in beef rounds..... | 19½ | 18½ |
| Smoked liver sausage in hog bungs..... | 19½ | 18½ |
| Head cheese..... | 17½ | 18½ |
| New England luncheon specialty..... | 23½ | 24½ |
| Minced luncheon specialty, choice..... | 19½ | 20½ |
| Tongue sausage..... | 25 | 27 |
| Blood sausage..... | 17 | 18½ |
| Soupe..... | 23½ | 24½ |
| Polish sausage..... | 12½ @ 12½ | 13½ @ 13½ |

DRY SAUSAGE

| | | |
|---|------|------|
| Cervelat, choice, in hog bungs..... | @ 40 | @ 40 |
| Thuringer cervelat..... | 20 | 22 |
| Farmer..... | 27 | 27 |
| Holsteiner..... | 26 | 26 |
| B. C. salami, choice..... | 36 | 36 |
| Milano salami, choice in hog bungs..... | 41 | 41 |
| B. C. salami, new condition..... | 21 | 21 |
| Frises, choice, in hog middles..... | 37 | 37 |
| Genoa style salami, choice..... | 46 | 46 |
| Pepperoni..... | 34 | 34 |
| M. M. salami, new condition..... | 42 | 42 |
| Capicola..... | 51 | 51 |
| Italian style hams..... | 40 | 40 |
| Virginia hams..... | 40½ | 40½ |
| Regular pork trimmings..... | 14 | 14 |
| Special lean pork trimmings..... | 17½ | 18 |
| Pork cheek meat..... | 13 | 13½ |
| Pork hearts..... | 8 | 8 |
| Pork livers..... | 8 | 8 |
| Native boneless bull meat (heavy)..... | 10½ | 10½ |
| Sheep meat..... | 9 | 9 |
| Boneless chuck..... | 8½ | 8½ |
| Beef trimmings..... | 7½ | 8 |
| Beef cheeks (trimmed)..... | 7 | 7 |
| Dressed canners, 350 lbs. and up..... | 7½ | 7½ |
| Dressed cutter cows, 400 lbs. and up..... | 7½ | 7½ |
| Pork tongues, canner trim, S. P..... | 8 | 8 |
| Small tins, 2 to crate..... | 12½ | 12½ |

SAUSAGE IN OIL

| | |
|--|---------|
| Bologna style sausage, in beef rounds..... | \$29.00 |
| Small tins, 2 to crate..... | \$6.50 |
| Frankfurt style sausage, in sheep casings..... | \$7.50 |
| Small tins, 2 to crate..... | \$7.50 |
| Smoked link sausage, in hog casings..... | \$6.75 |
| Small tins, 2 to crate..... | \$6.75 |
| Pork feet, 200-lb. bbl..... | \$20.50 |
| Lamb tongue, short cut, 200-lb. bbl..... | 51.50 |
| Regular tripe, 200-lb. bbl..... | 19.00 |
| Clear plate pork, 25 to 35 pieces..... | 26.00 |
| Clean plate pork, 25 to 35 pieces..... | 21.50 |
| Bean pork..... | 25.00 |
| Brisket pork..... | 30.00 |
| Plate beef..... | 18.50 |
| Extra plate beef, 200-lb. bbl..... | 19.00 |

VINEGAR PICKLED PRODUCTS

| | |
|--|---------|
| Pork feet, 200-lb. bbl..... | \$20.50 |
| Lamb tongue, short cut, 200-lb. bbl..... | 51.50 |
| Regular tripe, 200-lb. bbl..... | 19.00 |
| Honeycomb tripe, 200-lb. bbl..... | 22.00 |
| Pocket honeycomb tripe, 200-lb. bbl..... | 25.00 |

DRY SALT MEATS

| | |
|-------------------------------|-------|
| Clear bellies, 14@16 lbs..... | @ 15½ |
| Clear bellies, 18@20 lbs..... | @ 15½ |
| Rib bellies, 25@30 lbs..... | @ 14½ |
| Fat backs, 10@12 lbs..... | @ 10½ |
| Fat backs, 14@16 lbs..... | @ 11½ |
| Regular plates..... | @ 11½ |
| Jowl butts..... | @ 11 |

WHOLESALE SMOKED MEATS

| | |
|---|-----------|
| Fancy reg. hams, 14@16 lbs., parchment paper..... | 25½ @ 26½ |
| Standard reg. hams, 14@16 lbs., plain..... | 26½ @ 27½ |
| Picnics, 4@8 lbs., short shank, plain..... | 20 |
| Picnics, 4@8 lbs., long shank, plain..... | 19 @ 19 |
| Fancy bacon, 6@8 lbs., parchment paper..... | 28 @ 29 |
| Standard bacon, 6@8 lbs., plain..... | 23½ @ 24½ |
| No. 1 beef ham sets, smoked | |
| Insoles, 8@12 lbs..... | 30 @ 31 |
| Outsides, 5@9 lbs..... | 27 @ 28 |
| Knuckles, 5@9 lbs..... | 27 @ 28 |
| Cooked hams, choice, skin on, fattened..... | 39 |
| Cooked hams, choice, skin on, fattened..... | 41 |
| Cooked picnics, skin on, fattened..... | 27 |
| Cooked picnics, skinned, fattened..... | 28 |

LARD

| | |
|---|----------|
| Prime steam, cash, Bd. Trade..... | @ 11.65b |
| Prime steam, loose, Bd. Trade..... | @ 11.10 |
| Refined lard, f.o.b. Chgo..... | @ .13 |
| Kettle rend., f.o.b. Chgo..... | @ .13½ |
| Leaf, kettle rendered, f.o.b. Chgo..... | @ .13 |
| A. White grease, maximum 4% acid..... | 7½ @ 7½ |
| B. White grease, maximum 5% acid..... | 6½ @ 6½ |
| Yellow grease, 10@15%..... | 6½ @ 6½ |
| Brown grease, 40% f.o.b. Chgo..... | 6 @ 6½ |

OLEO OIL AND STEARINE

| | |
|--|----------|
| Extra oleo oil..... | 10 @ 10½ |
| Prime No. 2 oleo oil..... | 9½ @ 9½ |
| Prime oleo stearine, edible..... | 9½ @ 10 |
| Neutral, 1-lb. tallow, 10% f.o.b. Chicago..... | 6½ @ 6½ |
| Compound, veg., tallow, c.a.f..... | 6 @ 6½ |

TALLOWS AND GREASES

| |
|--------------------|
| Edible tallow..... |
|--------------------|

CURING MATERIALS

| | Cwt. | Sacks. |
|---|----------|--------|
| Nitrite of soda (Chgo. w/hse stock): | | |
| 1 to 4 bbls. delivered in Chicago..... | \$9.40 | |
| 5 or more bbls. delivered in Chicago..... | 9.25 | |
| Saltpeper, 1 to 4 bbls. f.o.b. N.Y.: | | |
| Dbl. refined granulated..... | 6.25 | 6.15 |
| Small crystals..... | 7.25 | 7.15 |
| Medium crystals..... | 7.62 1/2 | 7.50 |
| Large crystals..... | 8.00 | 7.75 |
| Dbl. refd. gran. nitrate of soda..... | 3.62 1/2 | 3.25 |
| Salt, per ton, in minimum car of 80,000 ton only, f.o.b. Chicago..... | | |
| Granulated..... | \$ 6.996 | |
| Medium, undried..... | 9.496 | |
| Medium, dried..... | 9.996 | |
| Bock..... | 6.782 | |
| Sugar— | | |
| Raw, 96 basis, f.o.b. New Orleans..... | 6/3.40 | |
| Second sugar, 90 basis..... | None | |
| Standard gran., f.o.b. refiners (2%)..... | 4.45 | |
| Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%..... | 6/4.15 | |
| Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%..... | 6/4.45 | |
| Dextrose..... | 6/3.82 | |

SPICES

(Basis Chicago, original bbls., bags or bales.)

| | Whole. | Groun. | Per lb. | Per lb. |
|------------------------------|--------|--------|---------|---------|
| Allspice, Prime..... | 10 1/2 | 18 | | |
| Refined..... | 17 | 18 1/2 | | |
| Chili Pepper, Fancy..... | | 24 | | |
| Chili Powder, Fancy..... | | 23 | | |
| Cloves, Amboyna..... | 22 | 26 | | |
| Madagascar..... | 18 | 21 | | |
| Zanzibar..... | 17 1/2 | 20 1/2 | | |
| Ginger, Jamaica..... | 17 | 19 1/2 | | |
| African..... | 16 | 17 1/2 | | |
| Mace, Fancy Banda..... | 68 | 73 | | |
| East India..... | 68 | 68 | | |
| E. I. & W. I. Blend..... | 68 | 68 | | |
| Mustard Flour, Fancy..... | | 22 1/2 | | |
| No. 1 Mustard..... | 15 | 15 | | |
| Nutmeg, Fancy Banda..... | 25 | 25 | | |
| East India..... | 20 1/2 | 20 1/2 | | |
| E. I. & W. I. Blend..... | 19 | 19 | | |
| Paprika, Extra Fancy..... | 29 | 29 | | |
| Fancy..... | 25 1/2 | 25 1/2 | | |
| Hungarian..... | 26 | 26 | | |
| Pepino Sweet Red Pepper..... | 26 1/2 | 26 1/2 | | |
| Pimexio (220-lb. bbls.)..... | 28 1/2 | 28 1/2 | | |
| Pepper, Cayenne..... | 21 1/2 | 21 1/2 | | |
| Red Pepper, No. 1..... | 16 | 16 | | |
| Pepino Black Aleppy..... | 10 | 11 1/2 | | |
| Black Lampong..... | 5 1/2 | 7 | | |
| Black Tellicherry..... | 10 1/2 | 12 | | |
| White Java Muntok..... | 11 1/2 | 13 | | |
| White Singapore..... | 13 | 13 | | |
| White Packers..... | 11 | 11 | | |

SEEDS AND HERBS

| | Ground for Whole. | Sausage. |
|--------------------------------------|-------------------------|----------|
| Caraway Seed..... | 10 | 12 |
| Celery Seed, French..... | 21 | 25 |
| Cominos Seed..... | 12 | 14 1/2 |
| Coriander Morocco Bleached..... | 8 | 8 |
| Coriander Morocco Natural No. 1..... | 8 1/2 | 8 1/2 |
| Mustard Seed, Cal. Yellow..... | 9 | 11 |
| American..... | 8 | 10 |
| Marjoram, French..... | 23 | 27 |
| Oregano..... | 12 | 14 1/2 |
| Sage, Dalmation Fancy..... | 9 1/2 | 11 |
| Dalmation No. 1, Fancy..... | 9 | 10 1/2 |

SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

| Beef casings: | |
|---|------|
| Domestic rounds, 180 pack..... | 6/18 |
| Domestic rounds, 140 pack..... | 6/28 |
| Export rounds, wide..... | 6/42 |
| Export rounds, medium..... | 6/23 |
| Export rounds, narrow..... | 6/35 |
| No. 1 weasands..... | 6/4 |
| No. 2 weasands..... | 6/02 |
| No. 1 bungs..... | 6/11 |
| No. 2 bungs..... | 6/06 |
| Middles, regular..... | 6/30 |
| Middles, select, wide, 2@2 1/2 in..... | 6/40 |
| Middles, select, extra wide, 2 1/2 in. and over..... | 6/75 |
| Dried bladders: | |
| 12-15 in. wide, fat..... | .70 |
| 10-12 in. wide, fat..... | .60 |
| 8-10 in. wide, fat..... | .45 |
| 6-8 in. wide, fat..... | .25 |
| Hog casings: | |
| Narrow, per 100 yds..... | 2.35 |
| Narrow, special, per 100 yds..... | 2.15 |
| Medium, regular..... | 2.10 |
| Wide, per 100 yds..... | 1.45 |
| Extra wide, per 100 yds..... | 1.25 |
| Export bungs..... | .25 |
| Large prime bungs..... | .19 |
| Medium prime bungs..... | .13 |
| Small prime bungs..... | .09 |
| Middles, per set..... | .18 |
| Stomachs..... | .08 |

COOPERAGE

| | | |
|------------------------------------|----------|------------|
| Ash pork barrels, black hoops..... | \$1.35 | @ 1.37 1/2 |
| Ash pork barrels, galv. hoops..... | 1.42 1/2 | @ 1.45 |
| Oak pork barrels, black hoops..... | 1.25 | @ 1.27 1/2 |
| Oak pork barrels, galv. hoops..... | 1.32 1/2 | @ 1.35 |
| White oak barn tierces..... | 2.17 1/2 | @ 2.20 |
| Red oak lard tierces..... | 1.92 1/2 | @ 1.95 |
| White oak lard tierces..... | 2.02 1/2 | @ 2.05 |

NEW YORK MARKET PRICES

LIVE CATTLE

| | | |
|----------------------------------|---------|--------|
| Steers, good, 1340-1410 lbs..... | \$ 8.10 | @ 8.25 |
| Steers, medium..... | 7.75 | @ 8.00 |
| Steers, common..... | 6/7.00 | |
| Cows, good..... | 6/6.00 | |
| Cows, low cutter..... | 2.50 | @ 4.50 |
| Bulls, sausage..... | 6/6.25 | |

LIVE CALVES

| | | |
|------------------------------|--------|---------|
| Vealers, top..... | \$ | @ 12.00 |
| Vealers, medium to good..... | 8.75 | @ 10.50 |
| Calves, medium..... | 6/6.50 | |
| Calves, common, 175 lbs..... | 6/5.85 | |

LIVE LAMBS

| | | |
|----------------------------|--------|---------|
| Lambs, good to choice..... | \$ | @ 10.25 |
| Lambs, common..... | 6/7.00 | |
| Sheep, ewes..... | 2.00 | @ 4.00 |

LIVE HOGS

| | | |
|------------------------------------|----|---------|
| Hogs, good to choice, 186 lbs..... | \$ | @ 10.50 |
|------------------------------------|----|---------|

DRESSED BEEF

City Dressed.

| | | |
|---|--------|----------|
| Choice, native, heavy..... | 16 | @ 17 |
| Choice, native, light..... | 16 | @ 17 |
| Native, common to fair..... | 14 1/2 | @ 15 1/2 |
| Native steers, 600@800 lbs..... | 15 1/2 | @ 16 1/2 |
| Native choice yearlings, 440@600 lbs..... | 15 1/2 | @ 16 1/2 |
| Good to choice heifers..... | 14 | @ 15 |
| Good to choice cows..... | 12 | @ 13 |
| Common to fair cows..... | 10 1/2 | @ 11 1/2 |
| Fresh bologna bulls..... | 11 | @ 11 1/2 |

BEF CUTS

Western.

| | | |
|-------------------------------|--------|----------|
| No. 1 ribs..... | 19 | @ 21 |
| No. 2 ribs..... | 17 | @ 18 |
| No. 3 ribs..... | 16 | @ 17 |
| No. 1 loins..... | 26 | @ 30 |
| No. 2 loins..... | 23 | @ 25 |
| No. 3 loins..... | 18 | @ 21 |
| No. 1 hinds and ribs..... | 17 | @ 20 |
| No. 2 hinds and ribs..... | 16 1/2 | @ 17 1/2 |
| No. 3 hinds and ribs..... | 12 | @ 13 |
| Bolognas..... | 11 | @ 12 |
| Rolls, reg. 6@8 lbs. av..... | 23 | @ 22 |
| Rolls, reg. 4@6 lbs. av..... | 18 | @ 20 |
| Tenderloins, 4@6 lbs. av..... | 50 | @ 60 |
| Tenderloins, 5@6 lbs. av..... | 50 | @ 60 |
| Shoulder clods..... | 12 | @ 14 |

WESTERN DRESSED BEEF.

| | | |
|---------------------------|--------|----------|
| Western. City. | | |
| No. 1 ribs..... | 19 | @ 21 |
| No. 2 ribs..... | 17 | @ 18 |
| No. 3 ribs..... | 16 | @ 17 |
| No. 1 loins..... | 26 | @ 30 |
| No. 2 loins..... | 23 | @ 25 |
| No. 3 loins..... | 18 | @ 21 |
| No. 1 hinds and ribs..... | 17 | @ 20 |
| No. 2 hinds and ribs..... | 16 1/2 | @ 17 1/2 |
| No. 3 hinds and ribs..... | 12 | @ 13 |

DRESSED SHEEP AND LAMBS

| | | |
|-----------------------------|--------|----------|
| Lambs, prime to choice..... | 15 1/2 | @ 16 1/2 |
| Lambs, good..... | 14 1/2 | @ 15 1/2 |
| Lambs, medium..... | 13 1/2 | @ 14 1/2 |
| Sheep, good..... | 8 | @ 10 |
| Sheep, medium..... | 6 | @ 8 |

DRESSED HOGS

| | | |
|-------------------------------------|---------|---------|
| Hogs, good and choice (90-140 lbs.) | \$14.50 | @ 16.00 |
|-------------------------------------|---------|---------|

DRESSED PORK CUTS

| | | |
|---|----|------|
| Port. loins, fresh, Western, 10@12 lbs. av..... | 22 | @ 23 |
| Port. tenderloins, fresh..... | 24 | @ 24 |
| Port. tenderloins, frozen..... | 30 | @ 32 |
| Shoulders, Western, 10@12 lbs. av..... | 17 | @ 18 |
| Butts, boneless, Western..... | 21 | @ 22 |
| Butts, regular, Western..... | 20 | @ 21 |
| Hams, Western, fresh, 10@12 lbs. av..... | 20 | @ 21 |
| Picnic hams, West. fresh, 6@8 lbs. av..... | 15 | @ 16 |
| Pork trimmings, extra lean..... | 20 | @ 21 |
| Pork trimmings, regular 50% lean..... | 16 | @ 17 |
| Spareribs..... | 14 | @ 15 |

SMOKED MEATS

| | | |
|---|--------|----------|
| Regular hams, 8@10 lbs. av..... | 25 | @ 26 |
| Regular hams, 10@12 lbs. av..... | 25 | @ 26 |
| Regular hams, 10@14 lbs. av..... | 25 | @ 28 |
| Skinned hams, 10@12 lbs. av..... | 26 1/2 | @ 27 1/2 |
| Skinned hams, 12@14 lbs. av..... | 26 1/2 | @ 27 1/2 |
| Skinned hams, 16@18 lbs. av..... | 26 | @ 27 |
| Picnics, 4@6 lbs. av..... | 20 | @ 21 |
| Picnics, 6@8 lbs. av..... | 19 | @ 20 |
| City pickled bellies, 8@12 lbs. av..... | 23 | @ 25 |
| Bacon, boneless, Western..... | 28 | @ 29 |
| Bacon, boneless, city..... | 27 | @ 28 |
| Rollettes, 8@10 lbs. av..... | 21 1/2 | @ 22 1/2 |
| Beef tongue, light..... | 21 | @ 22 |
| Beef tongue, heavy..... | 24 | @ 25 |

FANCY MEATS

| | | |
|---|-----|---------|
| Fresh steer tongues, untrimmed..... | 14c | a pound |
| Fresh steer tongues, l. c. trimmed..... | 28c | a pound |
| Sweetbreads, beef..... | 35c | a pound |
| Beef kidneys..... | 12c | a pound |
| Mutton kidneys..... | 4c | each |
| Livers, beef..... | 29c | a pound |
| Oxtails..... | 16c | a pound |
| Beef hanging tenders..... | 23c | a pound |
| Lamb fries..... | 12c | a pair |

BUTCHERS' FAT

| | | |
|--------------------|-------|----------|
| Shop fat..... | 63.00 | per cwt. |
| Breast fat..... | 63.50 | per cwt. |
| Edible suet..... | 65.00 | per cwt. |
| Inedible suet..... | 64.00 | per cwt. |

GREEN CALFSKINS

<tbl

Classified ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Men Wanted

Salesman for Polish Hams

Wanted, salesman for Polish hams, calling on wholesale trade. All territories open except New York Metropolis. W-529, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Sausagemaker

Wanted, sausagemaker who knows everything about manufacturing all kinds of sausage and can run plant. State experience and references. Wonderful opportunity for right man. W-530, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Cost Accountant

Wanted by small mid-western independent packer, experienced cost accountant capable of handling all packinghouse cost work. State age, experience and salary expected. W-531, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Beef, Calf, Lamb Butcher

Wanted, experienced all-around beef, calf and lamb butcher. Must be good on hides. Steady work. Apply Louis Newhof and Son, 410 S. Pearl St., Albany, N. Y.

Exceptional Opportunity

Manufacturer near Philadelphia wants sausagemaker experienced in killing, cutting, curing, smoking. In other words, a man who knows the pork business thoroughly and who wants to get into business. State fully experience, age, references and how much money you can invest. Bank references furnished. W-523, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Position Wanted

Super Market Pioneer

Now available, expert in developing, organizing, merchandising and advertising in the super market field. Proven record as organizer of 4 of the country's largest super markets. Highest credentials. Free to go anywhere. W-524, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Sausage & Meat Specialist

Thoroughly practical man with complete knowledge of manufacture of full line of sausage products, loaves, ready-to-serve meats, delicatessen specialties, fancy cured meats, etc. Capable of taking entire charge. Will consider small proposition. Prepared to go anywhere immediately. Advertiser is originator of use of aromatics and bitters substances in processed meat products. Wire or write John A. Palframan, 2407 S. Main St., Los Angeles, Calif.

Position Wanted

Sausagemaker

Sausagemaker, German, 18 years' experience, desires position in medium sized plant. Makes all kinds of sausage. Specializes in summer and fresh sausage, loaves and boiled ham. Can take care of by-products. Guarantee to put sausageroom on profitable basis. References. W-533, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Foreman, Supt. or Manager

Position wanted in medium sized or small plant, independent preferred. Well acquainted with all the latest methods of sausagemaking and curing. Will go anywhere. W-525, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Salesman

Would like to make connection with supply house to sell binder flour, spices, curing salt, casings, etc. Understand all cures and artery pumping. Thoroughly experienced in sausage manufacturing. W-526, The National Provisioner, 407 S. Dearborn St., Chicago Ill.

Superintendent

25 years' practical experience over all packinghouse operations. Capable of taking complete charge. Thorough knowledge all beef and pork operations. Responsible, relieve owner of all detail. Furnish evidence of successful record. Reliable references. W-528, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Superintendent or Manager

now available. Many years with large packers, all operations, both cattle and hogs. Several years manager of large house cutting beef and pork, making cured and smoked meats, sausage, lard, etc., barrel pork and corned beef, export and domestic. Go anywhere if opportunity warrants. W-527, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Packinghouse Man

Experienced packinghouse man knows business thoroughly, hog killing, cutting, curing, smoking and sausage manufacture; also beef and small stock. Would like to associate with progressive company. Proven record and first-class references. W-532, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Plants for Sale

Beef Packing Plant

For sale in western New York, modern beef packing plant in favorable location for livestock supplies. Plant has rendering equipment, hide cellar, cooler, sweat box and facilities to handle 75 to 200 cattle weekly. Will sell very reasonably. For details write P.O. Box 304, North Tonawanda, N. Y.

Packing Plant

For sale, small modern plant and feeding pens, coolers, killing floor, sausage kitchen and cooler, casing and fertilizer department, rendering department, and hide vats, located on seashore, city of fifteen thousand population, and county of sixty thousand. Hobson Bros. Packing Co., Ventura, California.

Equipment for Sale

Hydraulic Press

For sale, one Thomas-Albright 350-ton hydraulic press 14" ram, 24" curb, 4 posts. Cost \$1500 new F.O.B. Goshen, Indiana. In good working order. Will sacrifice. Detroit Rendering Co. 2500 Twenty-second St., Detroit, Michigan.

Packinghouse Equipment

Used but in good condition:
6 No. 8 Sturtevant Blowers with 12" discharge.
3 6 x 4 x 6 Duplex Inserted Liner Type Steam Pumps.

26 Brecht Lard Drums. Made of Galv. Steel with iron hoops, 24 in. diam. x 30 in. long.
50 Hogheads or curing vats. Made of wood with iron hoops, 36 in. diam. x 42 in. long.

1 24-ton capacity Frick Ice Machine. Complete with steam engine, ammonia receiver, double pipe condenser, freezing tank, freezing cans, overhead crane and American Marsh brine pump.

Also Boilers, Pumps, Water Softener, Feed Water Heater, Scales, Hydraulic Press, Lard Cooking Tank, Tallow Cooking Tanks, Ham Cooking Kettle and other items.

For full particulars, descriptions and prices, write to:
GEORGE H. ALLEN
P. O. Box 426
Lancaster, Ohio

Used Equipment for Sale

We have just purchased a plant at Cassadaga, N. Y., near Buffalo, from which we offer for immediate shipment: 1 No. 3 CV Mitts & Merrill Hog, capacity 3 t.p.h. on shop fats and bones; 1—24"x18" type "A" Jeffrey Hammer Mill; 1 Atlanta Utility 1-ton Fertilizer Mixer; 1 Sturtevant 1-ton Fertilizer Mixer; 1 size 30 Atlanta Utility Works Cage Mill, roller bearings; 4—6"x40" Direct-Heat Rotary Dryers; 1 Atlanta Utility Sacking Scale, 200-lb. beam. Send for details and prices.

CONSOLIDATED PRODUCTS CO., INC.
14-19 Park Row, New York, N. Y.
Telephone: Barclay 7-0600.

Miscellaneous

Export of Sausage Skins

Old established firm with wide connections to buyers in almost all European countries wants to get in touch with really efficient producers of ox guts and hog casings. First-class references offered. Please apply to B.8240 c/o ALA Anzeigen A.G., Berlin W 35.

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PROVISIONER

The National Provisioner

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of Beef and Provisions*



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—Commission Slaughterers—

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Krey's

St. Louis

Shippers of Straight and Mixed Cars

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"Deliciously Mild"

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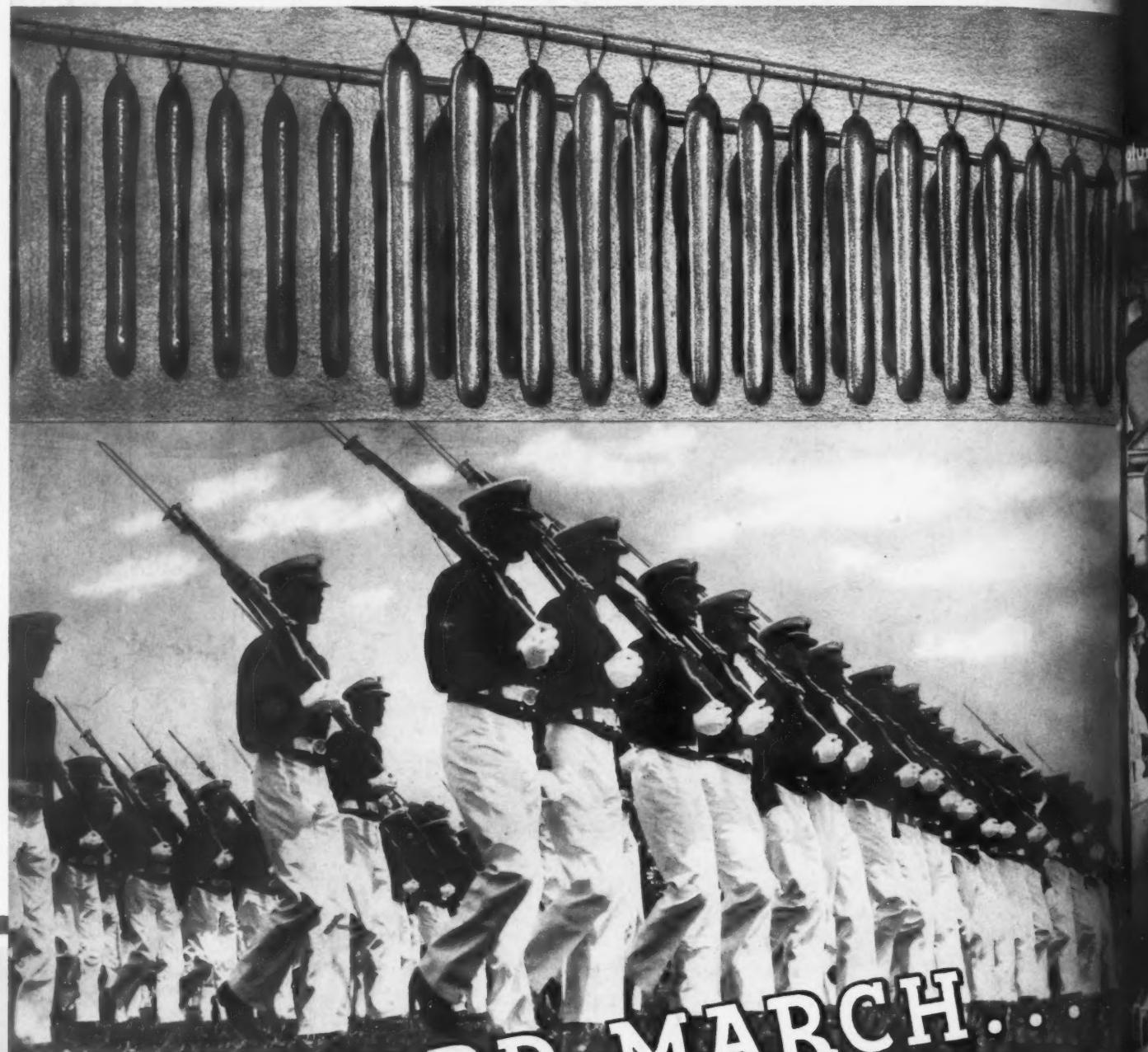
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